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October 15, 2004 Volume 26 Number 42 www.processor.com



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People often make mistakes in setting up and running networks, ranging from the easy-to-make to ones that happen even to experienced staff.

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While several factors contribute to an organization's security, the most common shortcoming is the inadequacy of security education provided to employees.

### VoIP Potholes | 10

The road to IP telephony is filled with potholes, and all too often, companies drive it run right into them.

### P2P Use In Companies | 15

P2P is immensely popular—millions of people are now using P2P networks to exchange information.

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Perhaps some of the most difficult obstacles that IT leaders face are the pitfalls of management.

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With a number of pests waiting to penetrate corporate firewalls, security is often the No. 1 priority for a CIO.

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In exchange for a \$225 million settlement, CA has managed to avoid costly legal proceedings with a deferred prosecution.

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### **NEW PRODUCTS**

product releases start on page 6

■ The new version of StorNext Management Suite is available from **Advanced Digital Information**. ■

AT&T announced a series of upgrades to its global IP network. ■ Cisco announced several new switching products for SMBs. ■ Datawatch released Datawatch|Researcher, which can help medium-sized to large companies comply with detailed reporting regulations. ■ The new 1525L touchcomputer from Elo TouchSystems combines a PC with a 15-inch LCD.

■ The new FlexStor-NAS 4200 and StorBank 4200 NAS systems from **Dynamic Network Factory** support up to 16.8TB in a single chassis. ■ **IronPort Systems** launched the new C-Series Email Security Appliance. ■ **Kingston** announced three new additions to its DataTraveler line. ■ **N-able** announced its N-vision IT 2.0 governance platform.

### **DEPARTMENTS**

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# Get Unplugged Properly

**Set Up Wireless Networks Without Tripping On The Stumbling Blocks** 

by Elizabeth Millard

No one ever said installing a corporate-wide wireless network was easy. With security concerns, multiple standards, firewall issues, and hardware interoperability challenges, an IT department might look at its pile of wires with longing. But implementing a wireless setup doesn't have to be as hard as it seems, either. When you know the stumbling blocks, it's easier to walk around them. Here are some common errors and missteps to avoid and, hopefully, prevent.

### **Not Doing A Site Survey**

For some SMEs (small and medium-sized enterprises), office space is limited, so it seems logical to simply put access points where they fit and network equipment close to other IT-related machines. But Josh Radlein, wireless systems engineer for CDW, says companies need to pay better attention to where everything is placed.

"Because of sources of interference, companies need to conduct site surveys," he

says. "This includes deciding where to

place access points and how many are needed." He adds that site surveys help an SME understand its physical limitations and prevents wasted time during implementation.

Ann Westerheim, president of technology services company Ekaru, notes that site surveys also ensure reliable signal strength to all users. She says, "If you find that some areas don't have as strong a signal as others, you can know where to put high gain antennas."

### Failing To Train Employees

Thanks to the computing boom, most employees have at least fundamental knowledge of networks and how they operate on a general level. When companies install a wireless network, many think that additional training isn't really necessary because it's IT that's primarily affected by the switch rather than the rank and file staff.

But wireless concerns should be shared company-wide, and effective training should be done. Even a quick session on wireless security and how the networks have been changed can be valuable, says Ed Partenope, president of platform technologies at technology consultancy Innovativ Systems De-

sign. "There are many issues, like theft of a wireless device, that need to be addressed," he says. "A typical mistake is not training employees on how to secure their data."

Westerheim adds that even just a brief training on using the network can cut down on help desk calls. "There can be a failure to train wireless users on how to reconnect if their connection is dropped," she says, recommending a session for all employees on proper procedures.

### **Putting Together A Tech Mish-Mosh**

Take a spin through any technology supplier site, and you'll find an abundance of Go to Page 16, Column 1

# Not All IT Training Is Worth The Money

### Methods Vary, But What Really Works?

by Bruce Gain

IT ADMINS KNOW all about training. Whether you have a B.S. in computer science or a CCNA (Cisco Certified Network Associate) certificate, you know training has a lot to do with your job. But with traditional in-class instruction, self-study learning, and onsite trainers to choose from, which methods best teach network managers how to do their job?

IT training has sprung from a largely cottage industry since the beginning of network administration to a \$20 billion worldwide business, according to IDC (see "The IT Training Market Behemoth" chart on page 18). Many network administrators ponder how to discern what is essential and what merits hanging up on a phone pitch by a salesperson desperately seeking to meet a sales quota. However, specific approaches and needs assessments go a long way in selecting what you need.

A good first step in choosing the right training method is to seek established providers.

### **Solid IT Training Footing**

A good first step in choosing the right training method is to seek established providers. In addition to strong track records complete with references, strong teaching talent is another essential item to look out for on any IT training firm's menu.

"There are leading providers of these materials with proven longevity that utilize course developers and subject-matter experts with state-of-the-art delivery mechanisms," says Ptarmi Kilgore, a manager for Novell Training Services. In

Go to Page 18, Column 1

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# MarketPlace ~ NEWS



**THE STOCK MARKET RALLIED** in the week ended Oct. 6 despite oil prices rising above \$52 a barrel. The rally reflected growing optimism about the recovering economy as earnings season approached. The Dow closed Oct. 6 at 10239.92, up from 10136.24 a week earlier, while the Nasdaq closed at 1971.03, up from 1893.94 a week earlier. The Nasdaq has gained for seven days in a row, but it remains down 1.6% for the year.

# PeopleSoft Warms Up To Oracle

PEOPLESOFT DIRECTOR Steven Goldby said in a Delaware courtroom that the company might be warming up to Oracle's hostile takeover offer in the wake of firing CEO Craig Conway. Conway was fired Oct. 1 after the board decided he had misled investors about the effect of the Oracle offer on PeopleSoft's sales. David Duffield, founder of PeopleSoft, replaced Conway as CEO. Conway testified in the same court that he was right to aggressively fight the Oracle bid.

### IBM Reveals WebSphere Update

IBM SHOWED OFF new features of the upcoming version of its WebSphere application server. The Java-based software for running business applications will be available before the end of the year, and it includes enhancements aimed at making the software more reliable in case of outages and simpler to manage once applications are running. IBM says the changes will put it in a better position to compete with BEA Systems and Oracle.

### I House Passes Anti-Spyware Bill

THE HOUSE OF REPRESENTATIVES passed a bill to fine companies that secretly install spyware programs that quietly monitor the Internet activities of users. The bill makes

it illegal to capture a person's computer keystrokes under U.S. wiretap and consumer protection laws. The Spy Act adds civil penalties for spyware installed without the permission of users.

# Intel Considers Switching Ad Firms

INTEL PLACED ITS \$300 million advertising account with Havas under review. Havas' flagship agency, Euro RSCG Worldwide, has handled Intel's business since 1991. Euro created popular ads for Intel that featured the Blue Man Group theater troupe, as well as the chime that ends many of its spots. Intel recently named Samsung's Eric Kim as its top marketing officer.

### **■** Bush Renews R&D Tax Credit

PRESIDENT BUSH SIGNED a bill that includes a 16-month extension of research and development tax credits sought by information technology groups. The bill includes \$13 billion in corporate tax cuts, more than half related to the extension of the R&D tax credit. The tax credit, first passed in 1981, has been extended 10 times before the current extension. U.S. companies conducting R&D get a tax credit of up to 10% on R&D spending.

### Google Not Likely To Create Browser

**REINING IN SPECULATION, Google board** member, John Doerr, said he does not

expect the search company to create its own Internet browser. Speaking at the Web 2.0 conference in San Francisco, Doerr said he expects others to create new browsers. But he expects Google to focus on making information more searchable, growing internationally, and becoming the Google that knows its users.

# Siebel Pushes Customer Education For CRM

SIEBEL SYSTEMS UNVEILED a set of initiatives to help companies roll out software implementations more successfully and consolidate customer views in real-time. The executives told attendees at Siebel User Week that it would take steps to become a more trusted partner for its customers. The education focus includes providing white papers on how customers can install Siebel software. Siebel's initiatives will be in testing early next year.

# Windows XP Service Pack 2 Goes Retail

MICROSOFT HAS STARTED the process of swapping out older versions of Windows at retail and is now shipping WinXP SP2 to stores. The new versions have enhancements for security. Meanwhile, Microsoft

hopes to download 100 million new versions of the pack in the first two months it is available.

# National Semi CEO Predicts Short Inventory Correction

NATIONAL SEMICONDUCTOR CEO Brian Halla said at an analyst meeting in New York that the current slowdown in the electronics industry represents a short-term inventory correction by customers. The tailspin has affected National's short-term outlook, but Halla said the situation was temporary, in part because there is no huge overhang of inventory in the market in contrast to 2000.

# AMD Joins List Of Preannouncements

AMD ON OCT. 4 joined the list of chipmakers preannouncing results as it said its third-quarter sales will be lower than expected because of weak flash memory sales. But the company said its profits and gross margins would be better than in the second quarter because of significantly higher processor sales and higher processor prices. AMD described its dual-core chips coming out next year, and analysts said they liked the strategy the company is pursuing.

# WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Oct. 6 \$	Sept. 29 \$	% change
Avaya	AV	\$13.89	\$14.15	▼ 2%
BEA Systems	BEAS	\$7.67	\$6.90	<b>▲</b> 11%
Computer Associates	CA	\$27.85	\$26.17	<b>▲</b> 6%
Cisco Systems	CSCO	\$19.53	\$18.31	<b>▲</b> 7%
Dell	DELL	\$36.66	\$35.44	▲ 3%
Electronic Data Systems	EDS	\$20.49	\$19.10	<b>▲</b> 7%
Google	GOOG	\$137.08	\$131.08	▲ 5%
HP	HPQ	\$19.18	\$18.52	<b>4</b> %
IBM	IBM	\$88.04	\$84.98	<b>▲</b> 4%
Intel	INTC	\$21.13	\$20.07	▲ 5%
McAfee	MFE	\$21.60	\$19.82	<b>4</b> 9%
Microsoft	MSFT	\$28.53	\$27.58	▲ 3%
Oracle	ORCL	\$12.24	\$11.43	<b>▲</b> 7%
PeopleSoft	PSFT	\$22.66	\$19.92	<b>▲</b> 14%
Red Hat Software	RHAT	\$13.87	\$12.73	▲ 9%
Sun Microsystems	SUNW	\$4.31	\$4.02	<b>▲</b> 7%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions

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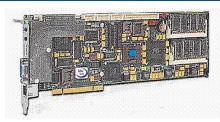
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### ADAPTERS, CONTROLLERS & **NETWORK INTERFACE CARDS**

■ LSI Logic unveiled the LSIU320, its new entry-level Ultra320 SCSI PCI-X HBA (Host Bus Adapter). The adapter contains LSI's LSI53C1020A SCSI processor and is a single-channel, half-size form factor HBA with a 64-bit/133MHz PCI-X host bus interface. It is also backward-compatible with 32-bit/33MHz PCI expansion slots. Utilizing LSI Logic's TolerANT technology, the LSIU320 boosts data integrity in below-optimal cabling situations; its SureLINK domain validation technology also improves data reliability, confirming that all devices can communicate at the negotiated SCSI transfer rate and optimizing the connection between the LSIU320 and each device on the bus.

### DATA COMMUNICATIONS

■ Cisco announced the Supervisor II-Plus-TS, an entry-level switch in the Catalyst 4500 Series that can link users with servers, IP phones, wireless access points, and printers. Meanwhile, the Cisco Network Assistant provides deployment and maintenance management of Cisco SMB-Class networks. Finally, a new Catalyst 4948 allows users to aggregate servers. It's a 48-port, 10/100/1000Mbps, Layer 2/3/4 fixed switch.

■ Two new products have been released in the VantEdge access aggregation platform at Copper **Mountain**. Addressing the needs of FTTx architectures, the SCM-AP (System Control Module-Advanced Processing) forwarding engine is Intel IXP28xx-based and backward-compatible with existing VantEdge modules. In addition, Copper Mountain's new two-port OC-12c/STM-4 line module for the VantEdge lets carriers utilize existing ATM infrastructures.

**■ Encore Networks** introduced the VSR-1200, a VPN router that simultaneously delivers high throughput and encryption over

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combined broadband satellite and terrestrial networks. It features dedicated encryption engines that boost the number of encrypted tunnels that may be active, and selective layer encryption prepares encrypted IP packets in a format that permits TCP spoofing by PEP features of satellite modems.

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■ McDATA launched the Eclipse 2640, its newest member of the Eclipse SAN router family. The Eclipse 2640 improves scalability, distance-connectivity, and multiprotocol access to traditional SANs. It also brings three new essential features to the market that separates it from other SAN routers including seamless interconnection of multivendor and multiprotocol SAN islands; advanced traffic shaping, bandwidth management, protocol termination, and data compression for high performance over any distance; and SAN routing with dependable and safe address translation, fault isolation, and network segmentation ability. It's

also the only router of its kind to provide 12 2Gbps Fibre Channel ports and four Ethernet ports.

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■ Proxim introduced the ORiNOCO AP-700, an entrylevel Wi-Fi access point for SMEs (small and medium-sized enterprises), as well as service providers that are deploying hotspots. The product has support for IEEE 802.11i with AES encryption, as well as improved rogue AP and client detection.

### GRAPHICS & VIDEO

■ Datacard Group announced the Datacard CS-100 digital camera, which is designed for SMBs that require an affordable camera for low-volume ID card production. The CS-100 features a flash that remains enabled when connected to a computer, a TWAIN driver, a USB cable, adjustable tripod, backdrop, and stand. Customers with Microsoft Win98SE/2000 Pro/XP can use the camera with Datacard's ID software.

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**■ Extron Electronics** released the MTP DA4 and MTP DA8 Mini Twisted Pair Distribution Amplifiers, which amplifies high resolution computer-video, HDTV, component video, S-video, composite video, and audio or RS-232 signals in order to transmit to multiple compatible receivers. Both the MTP DA4 (\$575) and the MTP DA8 (\$845) feature a video mute control.

■ JVC introduced a handful of products including the VR-N100U-600 and VR-N100U-1320 network video recorders designed for integration with security systems. Both include a digital recorder with integrated Web server. They also work together with existing analog cameras with the purchase of the optional JVC VN-A1U network encoder. CAT5, CAT5R, and CAT6 twisted-pair cables are all supported. The VR-N100U-600 offers 600GB of storage, and the VR-N100U-1320 offers 1.3TB but is upgradeable to 30TB of storage.

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# FOCUS PIECE **Keep The Network Humming Right Along**

### **Don't Let These Mistakes Throw You Off Track**

by Daniel P. Dern

ALTHOUGH NETWORKS seem transparent when they work right, it's not so simple on the inside. It takes a great deal of time and effort to make a network run smoothlyoften accumulated from years of additions, growth, changes, and "temporary" fixes.

It's no surprise then that people often make mistakes in setting up and running networks, ranging from the easy-to-make "amateur" ones to ones that might happen even to experienced data center staff. Here's a handful to watch for.

### **Watch That Wiring**

One common newbie trick, according to Alex Latzko, who has been installing and managing LANs and WANs for educational institutions and major ISPs for two decades, is putting in split pairs in twisted pair wiring. "It works fine for low-speed activities like SSH or Telnet, and for short distance. But when you try something like file transfers, it won't work, which can be very puzzling if you don't know about this problem."

### Plugged In? Got Antenna? Saved Changes?

Sometimes it's the seemingly simple things that cause big problems. Wireless, handheld, and Tablet PC expert Chris de Herrera, who runs the CEwindows.net and TabletPCTalk.com Web sites, notes the following errors: "A common one from users calling the Help Desk is that their network cable isn't plugged in. On the 802.11 side, there are the people who put in an access point without an antenna. And in the network arena, there's the Cisco-related administrative mistake of changing the configuration but forgetting to save it permanently, which means that when there's a power failure and you reboot, you can no longer talk to the device.



### **Not Tracking Problems,** Fixes & Workarounds

It's important to remove or document workarounds and to track all problems, says Robert McCammon, senior network administrator at DENSO Manufacturing.

"Given the combination of the breakneck speeds that projects are often done at plus staffing turnover, documentation doesn't always reflect changes made to equipment," he says. "For example, at one company I visited, the network was down. After crawling around, I found an old hub buried under a pile of wires; after removing it, I got everything back up. Later, we determined it had been used a long time ago to troubleshoot some line conditions. The troubleshooting here was probably a good step long ago, but it was never documented, or if it was intended to be temporary, it wasn't removed."

Similarly, he urges tracking and reporting all problems, not just the big ones. "A good tracking system will help with history later on. Did someone need a five-minute fix? A five-minute ticket is in order. You get a history to track problems, you get a history of what you did, and finally you get a rudimentary element to change management. We see lots of problems that are fixed in five minutes come to bite us because there is no way to know who did the changes and when they

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# Product 🔼 Releases

Continued from Page 6

JVC also announced the TK-C920UA surveillance camera. This camera includes day/night operation, complete with Super LoLux technology for effective surveillance, even in low-light environments (as low as 0.7 lux in color mode and 0.48 lux in black-and-white mode).

In other JVC news, the company announced the VR-616U 16-channel multiscreen DVR. It can not only monitor 16 video signals but is also operational for simultaneous uses, such as record, playback, and live video operations. The DVR has integrated network access, a covert-channel function, spot monitor output, motion detection, user-configurable notifications, pre- and post-alarm recording, and a 720- x 240-pixel resolution.

Lastly, JVC released the VN-C655 IP dome camera, which operates over a 10/100BaseT network and features a 0.25-inch, 380,000-effective pixel color CCD, 25X optical zoom, and 10X digital zoom. The VN-C655 IP has 360-

degree operation. It can perform a full 360-degree scan every second and can tile 180 degrees per second. It also operates in lighting environments as low as 0.06 lux.

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■ The new MC2 Multimedia Control Center from PNY combines NVIDIA's GeForce FX 5700 with digital video recording technologies. Using the included Gemstar GUIDE Plus+ software, MC2 users can find and record their favorite television shows on their hard drive. An included FM tuner also lets users record their favorite radio shows to their hard drive. Ulead DVD Movie Factory 2.5 SE and Ulead VideoStudio 7 SE Basic lets users capture, edit, and burn digital video.

### MOTHERBOARDS

■ MTC has introduced the ATX2121 and ATX2162 boards, which integrate the Intel E720 chipset. Both products support Intel Xeon (Nocona and Jayhawk) processors and have a Dual Intel Gigabit Ethernet controller. The

ATX2121 has six DIMM slots that support up to 12GB of registered DDR333, four SATA II ports, and RAID 0, 1, 10 support. The ATX2162 has eight DIMM slots that support up to 16GB of registered DDR2-400, four SATA II ports, and RAID 0, 1, 10 support.

# POWER DISTRIBUTION SYSTEMS

**■** Emerson Network Power announced two new products: the LXP (Lorain eXpandable Power) system and the LI48AMCAB modular inverter system. The LXP system includes a 23-inch 2 rU rectifier shelf system that houses up to six rectifier modules. (Emerson also offers a 19-inch shelf that houses up to five modules.) Users can save upfront costs by buying systems that produce as little as 25 amps and then expanding later (up to 440 amps). This new system provides 67% more current than older designs but also consumes 60% less rack space than those same designs. The LI48AMCAB modular inverter system can use a 48 VDC input to produce 1kVA to 6kVA of 120 VAC, 60Hz power. Users can buy an optional Static Transfer/Maintenance Bypass Switch that can unload the AC load to an AC utility power source.

### PRINTERS & SCANNERS

**■ Fargo Electronics** announced the DTC300 and DTC400 Card Printer and Encoders with DTC (Direct-to-Card) technology. The two products are designed to help businesses implement a card identity program for an added level of security. Fargo's SmartLoad Ribbon Cartridge is easy to install and features the SmartClean roller to ensure the cards and printer heads remain clean throughout the card production process for the life of the printer. The SmartScreen LCD indicates the status of print jobs with an easy-to-read, two-line display. The DTC300, designed for small companies, has an MSRP of \$2,295, while the DTC400 and the Print Security Suite, designed for SMBs, schools, and government operations, has a \$2,895 MSRP.

# PROCESSORS, CHIPSETS MEMORY

■ Intel expanded its line of mobile Pentium 4 processors with the new Mobile Intel Pentium 4 processor 548 supporting Hyper-Threading Technology. The new processor will be targeted at larger laptops commonly called desktop replacements. The Mobile Intel Pentium 4 processor 548 supporting HT Technology is manufactured on Intel's 90nm process and boasts 1MB L2 cache, 13 SSE3 improvements to the Intel NetBurst microarchitecture, and a 3.33GHz clock speed. The processor also offers a robust lineup of power management features such as Enhanced Intel Speedstep technology support, and deep sleep and deeper sleep modes that provide lower thermals than comparable desktop models. The new processor is available in 1,000-unit quantities at \$262 per processor.

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Continued from Page 6 did them. I now fill out tickets for even the most mundane things."

### **Conflicts In Time & Space**

Access policies and procedures are often a ripe source of problems. Tyler Yip, dotbombed Unix admin for Excite@Home, cautions against establishing policies and procedures with the focus of "ensuring accountability and a solid chain of blame at the cost of impairing the access of those responsible for the continuity of services." For example, Yip recalls a policy where all data center access had to be approved in advance by a group that only worked 8 to 5, in another time zone, in another country. Result: The onsite staff had to violate policies established to ensure SLA in order to ensure the SLA.

Also, watch out for security requirements that overlook basic physical realities. Yip recalls one data center, for example, where the locks on data racks all used the same key and the pins on the hinges "could have been removed with a fingernail."

### More Than You Planned For?

As any network admin knows, rapid network growth can cause problems. Such things as cooling and power distribution systems need to be upgraded to support the growing network.

"If the data center's air conditioning and power distribution were planned several

years ago, without considering a major growth in power and air conditioning requirements per rack, you may be creating hot spots or find you have insufficient power provided to the racks," says Dave Leader, president of Leader Consulting.

### **Trust The Force But Not Your Source**

In the journalism business, the clichéd catchphrase regarding trust is, "If your mother says she loves you, check it out." Similarly, in buying and deploying network equipment, it's important to listen to your vendors, but you shouldn't rely solely on what they tell you.

"I'm always amazed at the number of people who think something works—and is

enabled—because the vendor/installer told them so and *never* checked," says security expert Patrick Cain, co-founder of The Cooper-Cain Group. "The look on someone's face when their 'encrypted' VPN is using that null encryption algorithm is always good."

### Rack & Rule

Don't just toss the networking gear in the room figuring you'll rack it and clean it up later, warns Adam Moskowitz, an independent consultant specializing in system and network. "You'll never get that chance," he says. "Do it right from day one, and you'll at least stand a chance of keeping it neat and orderly."

### **Don't Duck Wiring Futures**

Moskowitz also cautions network planners to pay careful attention to station wiring (the cables that run in the walls and ceilings from the offices/cubicles to the wiring closet or data center) in terms of growth. First, it is significantly cheaper to have this installed when the walls are open (typically during construction). Second, it's a lot less disruptive than cutting holes in walls while people are working. Third, it usually means a cleaner/neater patch panel, and that almost always reduces problems and makes debugging easier. It also tends to encourage neater use of patch cables on the other side of the panel (again, fewer problems, easier debugging).

Another common wiring mistake, Moskowitz adds, is not providing easy access to and space at/near the demarc (where your T-1 or whatever terminates). "A single T-1 becomes three, then gets replaced by fiber (but the two run in parallel for a while). Then you bring in others from a different vendor for private point-to-point connections, and then someone wants videoconferencing, and then . . . Get the local telco to put the demarc on the wall in the main computer room or wiring closet; make sure the wall has a solid thick plywood cover so you can screw right into it. Paint it white so you can write circuit IDs right beside the cables."

# The No. 1 Mistake: Forgetting That Change Happens

In planning and running networks, change is the most important thing to plan for, which, according to Beth Cohen, director of IT operations at Broadleaf Services, is something that "even the most experienced network managers forget."

The expensive network equipment or well-thoughtout plans you put into the past five years might well become moot when circumstances change. Your company might suddenly acquire another one, requiring major merger and restructuring; your ISP or carrier might change service plans or cease operations; new applications might require a sudden rip-and-redo of part of your network; business changes may impact network plans.

For example, Cohen recalls, "I worked on a much debated domain and network restructuring scheme that become obsolete the day the company was sold. If you plan your network with the idea that it will probably change, then you will at least be prepared when it actually does."

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# ₽roduct 🔼 Releases-

Continued from Page 7

■ VIA Technologies released the K8T890 chipset, which supports the new PCI Express bus. Designed for AMD Athlon 64, Opteron, and Sempron processors, the K8T890 includes support for PCI-E x16 graphics cards and up to four PCI-E x1 slots. Each PCI x1 connection offers 250MBps of bandwidth per direction, about twice as much theoretical bandwidth as PCI 2.2 peripheral connections. The chipset also has asynchronous bus architecture, which allows for improved system optimization options. The Ultra Vlink bus facilitates communication between the North and South bridges at 1GBps.

### SECURITY

■ IronPort Systems launched the C-Series Email Security Appliance that boasts IronPort's Email Security Manager software, which includes Virus Outbreak Filters. The feature relies on SenderBase, which is a trafficmonitoring network, to detect virus outbreaks. The Email Security Manager also includes UI that lets admins limit message delivery based on the reputation of the sender and an onboard system quarantine that lets admins see policy violations.

**■ ZyXEL Communications** announced its SMART Global Network Security Total Solution for SMBs. To thwart new attack models, ZyXEL built mySecurityZone, which is an alerting mechanism that offers the latest security infor-

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mation and recommendations. mySecurityZone offers daily diagnostic features such as comprehensive attack signatures and suggested preventive actions. ZyXEL's ZyWALL firewalls and IDP (Intrustion Detection and Prevention) products help protect corporate networks. ZyXEL's IDP solutions detect and stop Layer 7 packet and malware attacks before they cause damage.

### SERVERS

■ Unisys unveiled its new ClearPath Plus Dorado mainframes that come with new processors providing a 50% increase in computing power over previous models. They support a pay-for-use business model that includes Unisys Utilization Sentinel—software that provides measurement, management, and reporting capabilities.

### SOFTWARE

■ Accellion launched OneCopy, an email offloading application that combines UFI (Unique File Identification) and compression to reduce email attachment sizes without replicating the file. The program removes the attachment at the email server and then offloads the files to NAS, SAN, or any other storage environments. OneCopy's attachment removal techniques can reduce up to 80% of the email server's message store. Thanks to the UFI system, users can still search the detached attachments. One-Copy is available for \$995 (up to 50 users) and Accellion offers 50-user add-on packages at \$495 per package. The software supports IBM Lotus Domino 5.X, 6.X, and Microsoft Exchange 2000 and newer.

### . . . . . ■ Advanced Digital Information

launched its new version of the StorNext Management Suite. The policy-based data management software has reached version 2.4 and is interoperable with a wider range of operating environments and storage systems from vendors such as Apple, EMC, and HP. Version 2.4 gives organizations a basis for ILM (Information Lifecycle Management). The software is fully interoperable with Apple's Xsan file system, an addition that is exclusively available with the software. StorNext 2.4 also offers new support for HP Storage-Works Secure Page and EMC PowerPath.

■ Borland introduced a slew of new services and applications, including Enterprise Server AppServer Edition, Deployment Op-Center, Janeva, and the latest version of its CORBA (Common Object Request Broker Architecture) software, Borland Enterprise Server 6.5 VisiBroker Edition. Borland also announced new add-on services, including VisiExchange (displays CORBA apps as Web services), VisiNaming (a logical name service) VisiNotify (event notification), VisiSecure (security service), Visi TelcoLog (querybased logged event retrieval), and VisiTime (time and time zone

manipulation service). Borland added support for Web services to Enterprise Server 6.5, AppServer Edition. The software supports Linux, Solaris, and Windows.

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■ Canon recently released two new software packages for use with its network video recording systems. The new VK-64 version 1.1 and VK-16 version 1.1 software work in conjunction with Canon's VB-C50i/R and VC-C50i/R pan/tilt/zoom video cameras and Canon's VB150 Network Video Server. The VK-16 software lets you record video streams from up to 16 cameras on a single server, while the VK-64 software lets you record video from up to 64 cameras on a single system. The software lets you record video at speeds up to 30fps, although with 64 cameras installed recording speeds are limited to 2fps. It's possible to program recording schedules based on times or events (such as motion detection or alarms).

. . . . . ■ Datawatch released the Datawatch|Researcher, which can help midsized to large companies comply with detailed reporting regulations. The Datawatch|Researcher performs documented research of interrelated data, documents, and communications across various databases and repositories, which can be used to provide detailed auditing, accounting, and billing process information. The Datawatch|Researcher features the ability to correlate searches, automatically update pages of

output, produce subject-based hyperlinking, as well as summarize, compute, process, and organize data.

■ Datacard Group introduced the latest release of the Datacard ID Works identification software for the ID card programs of small to large businesses. System administrators can use ID Works v5.0 to grant users varying levels of access, monitor activity, set login timeouts, and sort and modify employee identity information. Other enhanced features include an improved photo adjustment wizard, thumbnail previews of photo and graphic files, and multirecord table views.

**■ Fargo Electronics** introduced the Print Security Suite, which is available as an optional upgrade to the DTC400 Printer and Encoder. The Print Security Suite features SecureMark technology, which helps maintain the security of the identification card infrastructure. The five applications that make up the Print Security Suite are: Password Control, for security managers logging onto the printing and encoding machine; Print Notification, which customizes the printer's hours of operation; Security Imaging, for introducing customized logos and unique numbers; Print Diagnostics, for easy troubleshooting; and Supplies E-Ordering, for ordering new supplies when running low.

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FOCUS PIECE

# Security Faux Pas

### **Avoid These Everyday Errors**

by Douglas Schweitzer, Sc.D.

SECURITY IS NOT simply either present or absent. When it comes to the data center security in place at your organization, the onus ultimately lands on company policies. Although several factors contribute to an organization's security (or lack thereof), the most common shortcoming by far, according to experts in the field, is the inadequacy of security education provided to employees. Some organizations do live up to their responsibilities in providing security education for their employees, but others miss the mark. Security deficiencies and suggested solutions by those in the know are explored below.

### **Altering The Firewall**

A common security mistake is misguided reliance on the employees in charge of firewalls. When firewalls are configured incorrectly, whether by experienced or new personnel, they might as well be nonexistent. When firewall administrators are approached by fellow employees facing difficulty with a particular application, for example,

they may be tempted to make changes in the firewall to help resolve the problem. In some instances (and contrary to the company security policy), a higher-up in the organization may even request a prohibited or temporary access through the firewall. Whether firewall rules are altered in response to a direct request or in an attempt to be a helpful member of the team, if they're not reversed later, a gaping security hole will remain as a result.

Marcia Wilson, CEO at Wilson Secure, a company that provides network security assessments, says, "The solution for these two problems is to require Change Control approval for all firewall changes. The approval process must include someone at a highlevel of authority. Secondarily, firewall rule and configuration reviews or audits should occur on a regular basis so that any mistakes can be rectified before a security breach occurs."

### **Not Monitoring System Networks**

Another factor threatening data center security is the lack of analysis and monitoring of the organization's system networks. It's not enough to have firewalls in place on the network. Simply put, firewall logs must be monitored and analyzed, preferably by security engineers onsite, if the don't understand, but a lot of practitioners try. I've seen sites spend hundreds of thousands of dollars trying to deploy IDS or whatever,



organization is to understand the traffic traversing their network. According to Marcus J. Ranum, senior scientist for TruSecure, "It's ridiculous to think that you can secure something that you

but they never bothered to learn what their network is being used for to begin with." There should be no surprises for practitioners when details of system use by employees are revealed. "Every time I have seen an organization start doing monitoring and analysis, they find something that horrifies them," adds Ranum.

### **Disregarding Internal Threats**

Not to be forgotten are security risks that present from within the organization. It's unfortunately not unheard of for organizations to fall victim to crimes from within the ranks of their own employees. Personnel have access, ability, and sometimes authority within the walls of the organization and even via remote locations. Not only are fraud and embezzlement of company assets and resources possibilities, but customer lists and client histories are potential targets, as well. To protect themselves and their clients, organizations may need to tap outside resources. According to Jack Seward, consultant and digital forensic accounting technologist, "Engage the services of a digital forensic technologist early to properly gather the evidence needed in a court of law. Often IT will be called on to examine the situation, and they fail to follow 'best practices' for gathering digital forensic evidence that is admissible in court."

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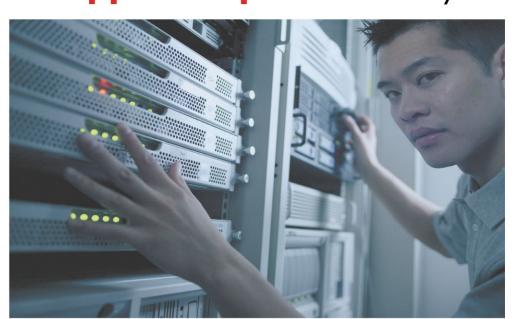
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# ₽roduct 🔼 Releases-



Continued from Page 8

- GFI is promoting its GFI LANguard PSC (Portable Storage Control) by offering a free, 60-day full trial version of the software that supports up to five computers. The software prevents users from using removable media, including floppies, CDs, USB flash drives, external hard disk drives, smartphones, cameras, and other external storage devices. Administrators can install the program's 1.2MB agent onto all systems at once via a remote deployment tool. The agent then allows or blocks access based on group permissions. . . . . .
- Intuit released QuickBooks: Simple Start, an application designed to help small businesses track money coming in and going out. It also helps business owners maintain crucial records such as tax receipts, customer data, and vendor information. The program has a Web-like interface and uses easily understandable wording and descriptions in place of esoteric accounting terms. . . . . .
- Microsoft has announced that Microsoft SQL Server 2000 and SQL Server 2005 will now include new BI functions through its Microsoft SQL Server Report Packs for Microsoft Exchange Server and Microsoft Business Solutions CRM. These packs are available as a free download and include SQL Server Reporting Services templates and improved **SQL** Server Integration Services (previously known as DTS).

■ N-able announced its N-vision IT 2.0 governance platform, which boasts several modules including IT Service Manager, Business Service Manager, Security Event Manager, AudiTor, and Software Development Kit. The software monitors real-time data, including CRM, email, and Web services. The software now has Executive Summary Reports that break down information for nontechnical users. . . . . .

■ **Proxim** launched the ORiNOCO Smart Wireless Suite, a new product with planning and management tools designed to help enterprise customers better deploy and manage their Wi-Fi networks. The product is a combination of thirdparty software applications for wireless management, monitoring, planning, and verification based on software developed by Proxim partners Wavelink and Ekahau.

■ The latest version of **Ulead's** PhotoImpact, version 10, is available. PhotoImpact 10 gives beginners the option of a simplified interface and easier screen real estate management. For more advanced users, the new software features Ulead's enhanced HDR (High Dynamic Range) Engine, plus a new touch-up tool and a Histogram Panel.

. . . . .

. . . . . ■ Unisys announced its new Application Modernization Service, a set of service offerings for customers running all legacy and mainframe environments. Through the service Unisys engineers, using automated software tools, help customers make necessary updates more quickly and without the risks associated with untested applications. Overall, the service is designed to address the problem of mission-critical applications lagging behind the pace of business change.

### STORAGE

- The new FlexStor-NAS 4200 and StorBank 4200 NAS systems from Dynamic Network Factory are storage appliances each supporting up to 16.8TB in a single chassis. The 8U appliances offer hot-swappable drive trays that are accessible from the front of the units. The FlexStor-NAS 4200 is based on Windows Storage Server 2003, while the StorBank 4200 NAS is founded on embedded Linux for mixed platform environments.
- Imation recently announced the availability of a full line of printable CD and DVD media. The company's new line of optical discs offer white, silver, or gold top surfaces printable in suitable inkjet and thermal printers. The print area extends all the way to the hub, covering the entire disc surface.

. . . . .

■ Iomega's new external hard drives incorporate a number of features customers have asked for. The new drives are stackable or vertically mountable and come with on/off switches for power conservation when not in use. Easy-to-use backup and disaster recovery software comes with each drive. In addition, the 7,200rpm

drives are available with FireWire 800, FireWire 400, and/or USB 2.0 interfaces. Capacities range up to 250GB.

■ Kingston announced three new additions to its DataTraveler line. The new DataTraveler II, DataTraveler II Plus, and Data-Traveler Elite feature higher read/write speeds and increased security. The DataTraveler II and DataTraveler II Plus include security software that lets you password-protect data in private zones. The DataTraveler II ranges in size from 128MB to 1GB and has transfer speeds from 11MBps read to 7MBps write. DataTraveler II Plus capacity starts at 256MB and ranges up to 2GB with transfer

speeds of up to 19MBps read and

13MBps write. The DataTraveler

Elite features transfer rates of up

to 24MBps read and 14MBps

write. Like the previous models,

an ability to operate in extreme

conditions. All Extreme III prod-

ucts are able to operate in tem-

peratures as low as -13 degrees

Fahrenheit and as high as 185 F.

CompactFlash and SD cards

have a minimum read/write speed

of 20MBps, and Memory Stick

the DataTraveler Elite also includes data protection, but the TravelerSafe+ software included with the DataTraveler Elite includes128-bit AES data encryption. ■ The new SanDisk Extreme III line of CompactFlash, SD, and Memory Stick Pro media feature high read/write speeds, as well as

new Ultra II line features SD, CompactFlash, and Memory Stick Pro media with increased capacities. All cards feature a minimum read speed of 10MBps and a minimum write speed of 9MBps. Ultra II CompactFlash cards come with capacities as high as 8GB while Memory Stick Pro modules pack as much as 4GB of storage space. Ultra II SD cards feature up to 2GB of capacity. ■ Packing 50GB per disc platter, Seagate's new Momentus 5400.2 is a high-capacity hard drive for notebooks. The 2.5-inch 5400.2

Pro products have a minimum

read/write speed of 18MBps.

Extreme III SD cards will have a

capacity of 1GB, while Memory

Stick Pro cards will come in 1GB

and 2GB capacities. CompactFlash

models will have capacities of

1GB, 2GB, and 4GB. SanDisk's

comes in capacities of up to 100GB. A 5,400rpm spindle speed gives the new Momentus a highly competitive data transfer speed. According to the company, its battery consumption is comparable to that of a 4,200rpm drive.

■ The new SV2000 Storage Appliance's foundation is **Silicon** Image's novel SteelVine storage architecture. SiI claims that SteelVine brings enterprise-class features, such as RAID, virtualization, hot-plug, and hot spare, to consumers and small to midsized businesses. The five-drive SV2000 offers support for SATA I (1.5Gbps) and II (3Gbps) drives.

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# FOCUS PIECE An Expert's Voice On VoIP

### **Advice On Voice** & Data Convergence

by David Garrett

IF YOU BELIEVE THE HYPE, IP telephony can do more than save you money. It can radically change the way you communicate.

And here, the hype may not be wrong. According to Jim Slaby, senior analyst with The Yankee Group and a recognized expert in VoIP, it's one of the "potentially transformative technologies" of the decade. What's more, says Slaby, "We're finally getting out of the phase where there's nothing to talk about but what the vendors want you to talk about. We're starting to see large-scale deployments, and that's when you get a set of best practices and lessons learned."

Those are timely lessons. Now more than ever before, the SME (small and mediumsized enterprise) is toying with VoIP, entranced by the notion of free calling. But the road to IP telephony is filled with potholes, and all too often, the companies that drive it run right into them.

Not that it has to be that way. Below we'll give you a list of common mistakes that firms make on their route to VoIP, so you can avoid them on yours.

### All About ROI

According to Slaby, one of the most common mistakes that companies make when moving to VoIP is low-balling the length of time it takes to see a return on investment.

True, VoIP can radically cut your telephony budget-after time. But the initial deployment is costly and the network upgrades it demands (see the "The No. 1 Mistake: Failing To Upgrade The Network" sidebar on page 16) can be costlier still. "When they get down in the depths of testing and rollout," says Slaby, "companies start to get pessimistic. They ask, 'Are we ever going to see our return on this?' Basically, it's buyer's remorse. Over time, they do see the savings, but it's a bit of a roller coaster ride to get there."

### **Tight Security**

Another frequent mistake that Slaby encounters is the failure to realize the level of security upgrades you'll need for VoIP.

After all, a PBX is largely impregnable. But once you move voice to the data network, your voice system is suddenly open to worm storms, Trojans, and other ills. And bear in mind that most IP PBX systems run on Windows, which is famous (or is that infamous?) for its exposure to hack attacks.



How do you solve this? According to Slaby, "You need to apply the same level of security to your voice infrastructure that you apply to your data infrastructure. You have to apply the same diligence to patching and intrusion detection prevention and network integrity."

### **Moving Too Soon**

Some firms jump the gun and converge their voice and data networks before they're ready. The result? The past two years have seen a few spectacular failures in IP telephony deployments. One such disaster was the Dow Chemicals project with EDS; after a rocky start, Dow brought in IBM to finish the job. Of course, both EDS and IBM use Cisco technology, so the problem, it seems, lies with the vendors and not the hardware.

The moral of the story is simple. Approach IP telephony like any technology:

carefully. Be utterly sure it's the right choice for you before you bite. And above all, be sure you have the right vendor to run your rollout.

### All Alone

With VoIP, firms too often go it alone. They don't seek an expert's advice before they buy their equipment and start the rollout, choosing instead to listen solely to the vendor's shtick.

That can be disastrous. Ex-

perts such as Slaby and others have seen dozens of VoIP deployments and know the terrain well enough to guide you through it undamaged. And although their service may be expensive, it can reduce the total

price of your deployment in the long run. To quote Slaby: "It's always more expensive to tow your car out of the ditch instead of buying the map up front."

### **Feature Fervor**

True, VoIP has a fair number of bells and whistles. Your new system will give most of the features you've had on your PBX for vears—but not all.

The PBX has 30 years of history behind it. That's a long time for refinement, and not all IPBX equipment will give you the same range of functions you currently have.

### The Lifecycle

Often, beginners and experts wrongly assume that VoIP has the shelf-life of PBX. Not so. According to Slaby, the "rate of refresh" for IP telephony is far more frequent than for PBX.

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# ₽roduct 🔼 Releases

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### TELEPHONY & VoIP

■ Carrier Access released the Adit 600 Customer Media Gateway (CMG-02) Service Card, which is designed for service providers looking for more access capacity at lower costs. The CMG-02 is capable of 48 channels of simultaneous G.729 low-bandwidth VoIP compression, or 40 telephone lines over a single T1, or up to 160 telephone lines over four T1s. Carrier Access and BroadSoft combined their efforts to enable the Adit 600 CMG to work seamlessly with the BroadWorks network communications platform for hosted PBX, IP Centrex, and residential broadband services.

. . . . .

■ Linksys has announced its Phone Adapter with 2 Phone Ports, which it will introduce in Verizon's VoiceWing installation kits in November. The adapter operates from a desktop to convert analog phone signals to digital data for transmission via the Internet. Verizon's service plan will also include call-management features, special international rates, 411 directory assistance, and a backup number for power and broadband outages.

. . . . .

■ Polycom announced the Sound-Station2W, the company's first wireless conference phone based on the triangular-shaped Sound-Station line. The SoundStation2W uses 2.4GHz technology with voice encryption, up to 24 hours of talk time via a Li-Ion battery, and the ability to dial through a cell phone.

### WORKSTATIONS & DESKTOPS

■ **Dell's** new Dimension 4700C is built for multimedia with an 8-in-1 card reader that lets you easily access content from removable media such as SD, MMC, and CompactFlash cards. The system also features two IEEE 1394 ports for transferring digital video. The system includes an Intel Pentium 4 520, 530, or 540 processor and an Intel 915G chipset with integrated video and support for DDR2 and PCI Express. An optional ATI X300 SE video card with 64MB of memory can increase the system's graphical capabilities. The system also

includes 5.1-channel surround sound and 10/100 Ethernet built in. Hard drive capacities stretch to as much as 250GB to provide plenty of room for digital images and video files. Optical drive options include a CD-ROM drive, DVD-ROM drive, CD-RW/DVD combo drive, or a DVD±RW dual-layer DVD burner. The system is less than 13 inches tall and about 4 inches wide

■ The new 1525L touchcomputer from Elo TouchSystems is similar to the company's 1525L touchmonitor, though only the newer model combines the PC with the 15-inch LCD. Two models are available. Models with a hard drive come with either WinXP or Win2000, and models without a hard drive run Windows CE .NET. The hard drive models provide increased flexibility, while the Windows CE .NET model is perfect for embedded systems. Either model is available with Elo's IntelliTouch or AccuTouch touchscreen technology. The IntelliTouch technology allows more light to pass through overlay, while the AccuTouch technology

is perfect for more industrial applications where contaminants are a concern.

■ Gateway is offering three new series of desktop PCs. At the high end of the three series, the 7200 has a special BTX chassis design that boasts better airflow than previous Gateway systems. The design includes large fans that spin slowly. According to Gateway, the system can house an ATI Radeon X800XT that doesn't have its own fan, thanks to this new cooling system. The customizable system can include Gigabit LAN and PCI Express and starts at \$1,249. The 7200X has a 3.2GHz Intel P4 540, 512MB DDR memory, a 200GB hard drive, an 8X double-layer burner, an ATI Radeon X300SE, and a 17-inch LCD display for \$1,449.99.

The Power And Performance 5200 series begins at \$849.99. Options include the Intel 915G chipset. The 5200X includes a 3GHz Intel P4 530 processor, 512MB DDR memory, a 120GB hard drive, an 8X dual-layer burner, an 8-in-1 memory reader, and a 17-inch flat screen CRT for \$949.99.

The 3200 entry-level series can include an Intel Celeron or P4. The 3250 includes the Intel 915GV chipset, 256MB of DDR memory, a 40GB hard drive, and a 17-inch flat screen CRT. It is available for \$599.99.

### MISCELLANEOUS

■ Telecommunications giant AT&T announced a series of upgrades to its global IP network. The company will be expanding its global IP network into Chinese, Thai, Indian, and Costa Rican markets and plans to integrate with Alestra's network in Mexico. AT&T expects to grow global Wi-Fi access from 2,900 hotspots up to 4,000. AT&T will beef up its domestic offering, as well. Specifically, it will expand the volume of live customer traffic over the recently installed long-haul OC (Optical Carrier)-768-ready fiber from San Francisco to Seattle, transmitting data as high as 40Gbps on a lone fiber strand. Finally, AT&T says it will be opening four new Internet Data Centers in Frankfurt, Paris, Tokyo, and London.

# **Security Faux Pas**

Continued from Page 8

### Inadequately Controlling Physical Access

Organizations that consider security a high priority regularly maintain electronic floodgates. Yet how

colleagues openly passing access control cards to and from one another at some time (when they're in a rush, when they've forgotten a briefcase, etc.). In this scenario, the rule that persons accessing the data center must be clearly identified is

# Relying on the updates generated by antivirus manufacturers is another mistake that can threaten system security.

many of those organizations disrespect those same controls? Jeimy J. Cano, part-time professor of Computer and Systems Science Department at the University of the Andes in Bogotá, Columbia, found such security failure evident in a data center where he found "critical issues related with physical access control, specifically, lack thereof." Many of us have witnessed

obviously being circumvented. We can only assume that in such an organization unauthorized access is also being granted covertly and unbeknownst to administrators. The solution is to further secure physical access, for example by more closely limiting those who are granted access, intensifying security training of all personnel, and even using biometric identification technology.

### **Relying On Antivirus Updates**

Relying on the updates generated by antivirus manufacturers is another mistake that can threaten system security. The speed at which new viruses, worms, and their variants spreads is such that an organization's networks may become infected before updates are even deployed. Further threats may enter your system via computers that are not controlled by your IT staff and hence may not be regularly updated with antivirus signatures, for instance, via the remote PCs of employees who work from home or from the PCs of your business partners or customers.

In addition, when employees who are using laptops connect to the Internet and LANs outside of your organization's network, they risk picking up viruses and worms and in turn infecting your network the moment that they redock. Rich Weiss, director of Check Point's Zone Labs division, says, "This occurs before the laptop's antivirus auto-update mechanism can

deliver the signature updates." The solution is to check the status of any PC attempting to access your network, denying access with those that do not conform to your antivirus maintenance requirements. Weiss adds, "Solutions do exist that can cooperate with an enterprise's various network access gateways-VPNs (both IPsec and SSL), switches, routers, wireless access points, etc.-to

quarantine PCs that do not comply."

Although no system connected to outside networks can remain completely, continually secure, an educated IT staff and administrative personnel can work cohesively to ensure that your system remains as secure as possible. Knowledge of common mistakes and the implementation of good practices will work toward that end.

### The No. 1 Mistake: **Not Educating Employees**

Experts in the security field stress that by far the most common mistake made by companies when it comes to securing data centers is that they neglect to educate their employees. A security awareness program can be one of the most effective, yet least expensive steps an organization can take toward protecting its information resources.

In fact, HIPAA, GLBA, and other legislations now require that in the domain of certain professions, awareness programs be implemented to train employees. Chris Cook, president of the security training company Security Awareness, says, "Many times we have had clients make comments such as, 'We had an employee report a social engineering attempt, and she said she would not have known what was happening had she not gone through the training.' As our company slogan says, 'Awareness is the Key to Security.' "

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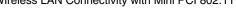
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# Peer-To-Peer Use In Companies

### The Dark Side Of File Sharing

by Sixto Ortiz Jr. . . .

MOST OF THE TALK about peer-topeer networking tends to be pretty polarized. Those who think P2P is revolutionary technology never stop heaping praise on it, while those who feel P2P spells doom for copyright holders won't be content until every file sharer is stopped.

But no matter which side of the debate you're on, there is no doubt that P2P is immensely popular. Millions of people are now using P2P networks to exchange information.

The P2P explosion is beginning to worry CIOs and network administrators who have become justifiably concerned about the negative effects that rampant P2P use can have on their IT infrastructures. Read on to learn more about what small to midsized enterprises are doing to stem the P2P tide.

### The Problem With P2P

Uncontrolled P2P use in your business can cause you and your company untold headaches and aggravation, from decreased network performance to possible legal actions against your business.

Open sesame. First of all, when employees install clients such as Kazaa or Grokster, the programs create file-sharing folders that are visible to a network population composed of millions of other P2P users. The technology is predicated on the concept that every computer, or node, in a P2P network can act as both a client and a server.

This feature, although convenient for P2P users, is a severe problem for network administrators who now face a stream of code, such as spyware, Trojans, viruses, or worms?

In fact, virus writers are already exploiting P2P as a convenient new channel for spreading malicious programs. A quick search of Symantec's Security Response Web site reveals hundreds of new viruses and worms that spread via Kazaa and other P2P networks. Uncontrolled P2P use simply creates another point of entry for viruses, worms, and other malware into your organization.

A bandwidth hog. One fine day, Joe in accounting decides to download the entire Rolling

through your network is a slower network. The files of choice shared over P2P networks are usually music or video multimedia files, so dozens of these downloads occurring simultaneously can adversely affect your network's performance.

I fought the law . . . Perhaps the most damning indictment against P2P use in your business is the legal exposure your company suffers as a result. Once the RIAA killed Napster, millions of music file sharers flocked to P2P networks, hoping that the decentralized network structure would keep the RIAA lawyers at bay. It worked-for a while, until the RIAA obtained file-sharer IP addresses from ISPs and began suing individual users.

The point is simple to understand: File-sharing of copyrighted material within your IT infrastructure opens up your business to legal headaches you simply don't need. Yes, when your employees download copyrighted material illegally through file-sharing networks, they expose your entire business to legal attack. And the RIAA loves nothing more than finding a company with deep pockets that has turned a blind eye to rampant, uncontrolled filesharing within its network. Make sure you don't.

### **What Companies Are Doing**

Defending your network against uncontrolled P2P use starts with the development of policies that clearly specify accepted business usage for your network and other IT resources such as desktops, laptops, and servers. Many businesses are prohibiting P2P use and are backing up these policies with severe enforcement actions, up to and including termination.



Packeteer's line of network traffic monitoring and management appliances let you keep tabs on the types of network traffic traveling over your network.

So develop a policy, train your users on it, and make sure you emphasize the types of usage you are forbidding and the consequences that will befall those foolhardy enough to press on with their P2P file-sharing activities.

Another approach enterprises are using to control the spread of P2P applications is to prohibit the majority of users from installing their own applications. Instead,

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## **Uncontrolled P2P use simply** creates another point of entry for viruses, worms, and other malware into your organization.

files exiting and entering the corporate network. How do you know that the files exiting your firewall are not confidential company documents? And how do you know that files entering your business are free of malicious Stones catalog during his lunch hour. Marcie in marketing never left the KISS Army, and Denny in logistics is replenishing his '80s New Wave collection. Get the drift? The end result when P2P users download their wares

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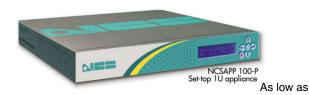
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# **Get Unplugged Properly**

Continued from Page 1 wireless riches. In the past few years, the number of routers, acces points, and other hardware has proliferated to fit every budget and need. Simply buying what's on sale and trying to hook it all together, though, could turn all that hardware into a heap of junk.

Radlein notes, "Using products from one manufacturer across the board is really the way to go. That increases the chances for having the highest security level." He adds that using only one vendor gives access to expertise. For example,

using only Cisco for the entire implementation means conversations about what the company needs will be done with only Cisco, not five or six vendors.

"Choose a provider that can answer lots of questions," says Radlein. "You need to understand if wireless is even right for you, and the provider should be able to discuss that."

### **Ignoring Standardization** & Scalability Issues

Wireless standards have gone through some changes in the past

### The No. 1 Mistake: **Underestimating Security Concerns**

It's an insecure world. With wireless, it's even worse. Scott Mayers, director of network solutions at global IT firm Align Communications, notes that many small businesses inadvertently open themselves to intrusion when implementing a wireless network.

"Often, companies will buy inexpensive wireless routers and place them into production right out of the box using default settings," he says. "Individuals who are aware of this will prey on this mistake." Mayers adds that default settings can include the SSID, MAC address, and administrator username and password, and if an IT department doesn't generate a WEP key, they're just asking for trouble. He recommends a thorough assessment of a wireless network, as well as an upgrade of wireless access points to support new authentication standards.

Once a network is in place, data center managers have to keep thinking about security, says Michael Maggio, CEO of Newbury Networks. He notes that an open wireless network's signal can be picked up by unauthorized users both inside and outside company walls because the signal travels so far. He suggests protecting infrastructure by using location-based perimeter security measures. Says Maggio, "This will identify and stop unapproved access before a breach occurs, not after an unapproved user is on the network."

### Processor.com

few years in an attempt to make the technology more secure. As a result, some devices sport the 802.11a standard, while others have 802.11b or 802.11g. Not all of these are compatible with each other, and having different standards within the same network could make implementation difficult, if not impossible.

Just like choosing a single infrastructure vendor, companies should standardize on one wireless technology, says Clain Anderson, director of security and wireless solutions for IBM's personal computing division.

"It just makes sense to standardize," he says. "It makes it much easier to manage and maintain the network." It also aids in upgrading the network later because a refresh won't have to be done to only part of the equipment.

When considering scalability, Anderson notes that smaller companies in particular often build what they need without planning carefully enough for the future. "The business changes," he says. "That means you'll want the freedom to add employees or alter other features of your wireless infrastructure."

Anderson adds that although there are plenty of common mistakes in a wireless implementation, there is generally one main way of knowing if an installation is successful. "It's measured in improved business performance," he says. "Wireless network success even shows up in increased productivity, as well as intangible benefits like employee morale."

# **An Expert's Voice On VoIP**

Continued from Page 10

"People tend to install their PBX and leave it for three, five, or 10 years," he says. "But your IP PBX is going to get regular updates to the OS itself, the kind you'd expect in a standard data environment. The whole technology refresh cycle is much quicker with voice."

### Miscommunication

Believe it or not, there's a cultural glitch that hampers most VoIP deployments, and it has nothing to do with technology. Instead, it has all to do with people.

According to Slaby, "Lots of times, voice folks don't really understand the data environment and vice-versa." The result? Both camps have ways of doing business that often clash. For instance, in the data world, the quality of

service concept has yet to take off because it's cheap to throw bandwidth at a problem. "Upgrade your interswitch uplinks from gigabit to 10 gigabit and your problems go away," says Slaby.

But the voice world is different. "You can't throw bandwidth at the problem because you've got voice and data sharing the same pipes, and even with a very fast pipe, data can hog the connection and induce delay. Delay in the voice world is deadly."

To fix the problem, you'll need your data and voice techs to get on the same page and share an outlook (and solution set) that both can live with.

In the end, that will help your firm live with VoIP. After all, it's a potent technology—one that can change your business for the better.

### The No. 1 Mistake: Failing To Upgrade The Network

What's the most common error that companies make when moving to VoIP? Simple: They don't realize how much they'll need to upgrade their present network to support IP telephony.

For instance, you'll have to upgrade your switch firmware to support quality of service. You'll need to consider the implications for IP addressing (with VoIP, you're often doubling the number of IPs in your company). You'll need to integrate with legacy equipment, address the problem of VLANs, and add power and failover systems to your voice servers, just to name a few of the problems that come to bear.

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### FOCUS PIECE

# Management Blunders Stop Productivity In Its Tracks

### **Avoid Them To Maximize** Your Resources

by Ericka Chickowski

MANAGING AN IT DEPARTMENT is fraught with many dangers. Choosing the right vendors, managing your technology, and maintaining the bottom line all pose their own problems. But perhaps some of the most difficult obstacles that IT leaders face are the pitfalls of management. The following are some of the most common management mistakes made by rookies and veterans alike.

### **Trusting Management Books Targeted At Sales Managers**

During his career as an IT manager, Paul Glenn, of C2 Consulting, would spend a lot of time reading management books. But as he continued reading, he found that there was a disconnect between the advice in these books and the realities of running an IT department full of techies.

"Geeks are just different than other people in terms of their behavior patterns and the way they respond to leadership," Glenn says. "Most of these books are written assuming that management and leadership are universal constructs."

His sense of alienation led him to write a book with the idiosyncrasies of technical staffs in mind. Entitled "Leading Geeks," the book has been selling briskly since it went on the shelves in 2002. But it still remains one of the few management books aimed at IT.

As a result, Glenn says that managers can't completely ignore other more broadly based leadership books. They just need to be wary of misapplying ideas targeted at others.

### **Focus On Delegating Tasks Instead Of Goals**

Sometimes it is hard for IT managers to remember

> that they aren't the only smart ones in their department, Glenn says. When this happens it is easy to begin delegating tasks rather than goals. "Some IT man-

agers work with their people as if they were another component of the motherboard," says IT leadership expert and author Joe Santana. Like Glen, he believes that managers need to trust their employees more. Both think that truly successful IT managers allow their employees to help both plan and execute

"Delegation should not be focused on what to do, but instead on what to accomplish," Glenn says, "because when you tell them what to do instead of what to accomplish, you have eliminated the creativity.

They don't have the opportunity to suggest a better task."

### Trying To Do It All Yourself

As director of the Center for Management of Information Technology, University of Virginia professor Ryan Nelson knows a thing or two about the right and wrong way to manage IT departments. He says that one of the worst things a manager can do is fail to rely on others, be they employees, vendors, consultants, or anyone else that can help with the tasks at hand.

# **Sometimes it is** hard for IT managers to remember that they aren't the only smart ones in their department.

- Paul Glenn, IT Manager

"One area where you can get into trouble is trying to do it all yourself without partnering," Nelson says.

Go to Page 25, Column 1

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# **Not All IT Training Is Worth The Money**

Continued from Page 1 addition to Novell, Kilgore considers SkillSoft, NETg of Thompson Learning, Pearson Education, New Horizons, and elementK to be leading IT training service providers.

On the other end of the quality scale, those involved in selecting IT training services should also be on the lookout for dubious offers. Although they represent the minority, training products and offerings unfortunately exist that serve little more than to bleed IT budgets with little or nothing in return.

"While there aren't many scams, per se, not all training products are created equally and you may end up feeling as if you wasted your money on some of the less professional training providers. Before buying, students should demo or sample products and do their best to evaluate the credibility of a company," says Jay Gandee, vice president for IT training firm PrepLogic. "For example, does the company have an 800 number and a physical address posted on its Web site? If it looks cheap, illegitimate, or too good to be true, it probably is."

### Self Study vs. Hands-On

A main issue for anyone who seeks training is whether to invest in hands-on, in-house courses or self-taught methods. Of course,

revamping your storage system to a new protocol or adding a new mainframe computer and integrating it into your network requires on-site, hands-on training by the vendor or a consultant. But many on-the-job skills can be acquired on your own.

# A main issue for anyone who seeks training is whether to invest in hands-on, in-house courses or self-taught methods.

Steve Roberts, a network administrator for Maersk Sealand, uses his home to test new products and to hone his skills. "I built my own lab so I could test new servers and software at my house," Roberts says. "Doing it hands-on really helps."

However, in the case of adding certification to your list of credentials or learning a completely new skill set, the self-study vs. handson decision becomes murkier. But given the choice, most IT professionals would prefer classroom study, according to data from Novell Training Services.

"Our survey data would say that most would prefer to study in the classroom because they can get out of the office and concentrate all of their time on learning

Indeed, while Novell does not specifically track success metrics or gauge the merits of in-class training compared to self-paced training options, those seeking training who have some professional experience under their belts stand to benefit more from selfstudy, Kilgore says. "Our surveys indicate that those who have been working for one or more years in an IT-related position feel that they can successfully pursue ongoing knowledge enhancement through self-paced training."

Processor.com

a topic or skill," says Novell's

Kilgore. "However, classroom

training is not always an option

because of time and budget con-

straints. And for those with these

challenges, the feedback is that

self-paced training is a very viable

alternative. Additionally, for

those new to IT, classroom train-

ing always scores higher, as these

new entrants require more periph-

eral information that a teacher can

add that is not always available

through a self-paced option."

Of course, classroom training continues to offer many advantages that self-study methods using CDs, DVDs, cassettes, or Web-based learning techniques do not provide. "There are several key advantages to classroom

training, including being taught by a professional trainer and interfacing with technologies you may not otherwise have access to," says PrepLogic's Gandee.

However, classroom or onsite training also offers some inflexibility that self-taught methods do not involve. "You'll be asked to learn at the instructor's pace and on the instructor's terms," Gandee says. "Ultimately, the student should evaluate their needs and resources to determine which training is best suited for them."

### **The Cost Factor**

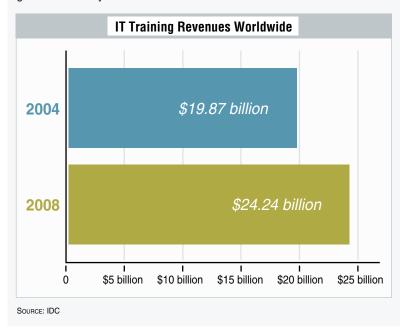
Weighing the choice between buying self-paced or classroom

training based purely on cost is more straightforward. "Quality classroom training for a single topic, such as for a certification exam, can range on the high end between \$3,000 and \$5,000," PrepLogic's Gandee says. "The average student purchasing core items for self study, such as books, practice exams, audio, etc., typically pays less than onetenth of that."

Indeed, self-paced training options range in price from \$20 to more than \$500, while classroom training ranges from \$1,000 to \$3,000, Kilgore says. "It all depends on the content and length of the course," he says.

### The IT Training Market Behemoth

IT training is a big business. After seeing a decline in revenues in 2003 and part of 2004, IDC predicts the worldwide IT training market will return to a growth track this year.



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# The Demise Of The American Software Developer

I read that the American IT sector lost 403,300 jobs between March 2001 and April 2004. If you attend any of our user group meetings, you can see in our dwindling numbers how many of our members are still out of work, despite having tuned up their skills. Technical conference attendance is off, too. The last show I spoke at traditionally had over 2,000 attendeesthis year less than 700. Technical book sales are also off dramatically. Most technical publishers are cutting back on their titles, and some are considering dropping their technical lines completely.

As we all know, a significant portion of these jobs have gone overseas where the people are paid far less than American workers. These are the same countries (according to the "Seventh Annual BSA Global Software Piracy Study") that have the highest rates of software piracy: That was (in 2001) 94% in China, 87% in Russia, and 70% in India and Malaysia. It's no wonder their costs are lower. Based on these figures, most of their developers are working with stolen software and illegally copied books and training materials. I for one think this is wrong, and despite what some say is good for the businesses that use these overseas workers, it's bad for the country as a whole.

### If They Don't **Understand You...**

Last week, I tried to get a question answered about Microsoft Net Meeting. I called a local number (I live in Redmond), but I suspect I was connected to someone in India. Each question the support person asked (in a thick Indian accent) was very difficult for me to understand, and I have lived overseas for years and speak several languages. She could not get the name of my company ("Beta Five") after repeated attempts and entered my phone number and email address incorrectly. She and the next two people I was transferred to were clueless as to the nature of my problem or how to fix it. Eventually, I was able to get them enough information to escalate my problem to a U.S.-based support person who solved the problem almost immediately.

What I don't understand is how can this possibly save Microsoft money? How can it expect to keep its customers by irritating them and wasting their time? I guess that's a benefit to having a monopoly: They know we can't really go elsewhere. But it's not just Microsoft. It's Dell, HP, Toshiba, Sony, and many other (not just American) companies we have to deal with on a regular basis. As many of you do, I support almost the entire neighborhood, my church choir, and a bevy of relatives when they have computer problems. Almost universally, I hear one horror story after another about them trying for hours to get help from someone who did not speak English well enough to communicate or was unable to understand them well enough to solve their often simple problems. I hear how these people (on



### WILLIAM (BILL) VAUGHN

William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

^ BIO NOTES

both ends) hang up in frustration. As a consultant, friend, and relative, this is expensive

for me as I often have to repair the damage caused by the advice given by these offshore "support" people.

I've had far better success with IBM. When I call for service on my ThinkPad, I usually get someone who sounds and acts like they care and can speak English well enough to be understood. I've recommended IBM to my co-workers and neighbors, and they're thrilled with the support they get. I'll keep buying IBM products as long as they continue to support me like a valued customerthey don't have a monopoly.

### **Job Loss Hurts The Nation**

When jobs go overseas, the skills, knowledge, experience, and technology they build go there, too. So do the taxes they pay. When these skilled workers look for other jobs, they push even more folks out of lower-paying jobs. This might help the company's bottom line, but it hurts the economy as a whole. I agree to a point with Russell Pavlicek, an opensource expert and former columnist for Processor, that this drains skills from our businesses and our country. These are not just jobs nobody wants. These are good tax-paying jobs at all levels.

Without the entry-level jobs, people can't get started in the industry. Do they suggest that IT workers do their internships in the Urals or Bangalore? The more we depend on other countries for anything, the more at risk we are as a nation. As far as software, using open source (IMO) is not going to solve anything. I shudder to think what Windows or Microsoft Office would be like if it were built by a disjoint committee of developers with separate agendas. But do we really want offshore companies writing critical software that handles our most sensitive and valuable data?

These countries and their workers don't play by the same rules. All too often they don't think twice about stealing software or copying books and training materials. What makes U.S. companies think that these countries can be trusted to handle our most closely guarded information?

Call me a protectionist, but I think our dependence on others will make us an impoverished nation of consumers with no skills or technology to call our own, at the mercy of the rest of the world.

Send your comments to bill@processor.com

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# Regulations & Storage: Part 1

After burying my head in the sand for the last year or so, I've started to try to figure out what impact new corporate regulations will have on IT organizations. Like most new, complex topics, it's much easier hoping that you'll wake up someday without having to think about them again, but instead things just get more complicated over time. Where regulations are concerned, it appears there is going to be complexity for a long time.

The storage industry likes to enumerate the number of regulations that have emerged in recent years: Sarbanes-Oxley for all U.S. public companies, SEC 17 a-4 for the financial services industry, HIPAA for the health care industry, and FDA 21 CRF Part 11 for life sciences, to name several.

Fortunately, many people have been diligently working on interpreting these regulations to understand their impact on business. Most important in this process are the attorneys and judges who are trying to

understand the nature of law in the context of electronic documents and data. Systems professionals should understand that the legal profession does not know what it is going to do, but it is going to do something to set rules of engagement over the next year or two.

### **Confusion & Charlatans**

Wherever confusion reigns there are charlatans waiting to take advantage of the uncertainty by offering advice or products at very high prices, whether or not their advice is legitimate or whether or not their products offer much of a real solution. It is difficult seeing the reality of

Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.

job of most corporate attorneys of course is to reduce the risk exposure of the business. Where new regulations are concerned, particularly Sarbanes-Oxley, attorneys prefer to be very conservative

unforeseen woes. Sell-ing

and buying technology based

on FUD has been going on

for a long time and there is

no reason to fall for traps this

The challenge this time is

that the FUD involves attor-

neys and their anxieties. The

MARC FARLEY

time around either.

To be certain, regulations are a legal problem much more than they are a storage problem.

current circumstances if there are people proclaiming that you are already behind the curve and at risk for some to protect the business and their own practices. After all, an attorney implicated in some future Sar-banes-Oxley investigation could wind up losing her reputation and livelihood.

From my perspective, the main issue underlying all discussions about regulations and storage has to do with the process of discovery. In a litigation process, discovery is supervised by the presiding judge, who determines what will be considered as evidence and what will not. Increasingly, we see emails and other electronic documents being key pieces of evidence used in cases. We also have seen judges react most unfavorably to situations where it appears that electronic evidence has been withheld, destroyed, or tampered with. There is no doubt that the courts will do what is in their means to turn the tables on parties perceived as not playing by the rules.

Historically, legal teams have screened paper documents during the discovery phase of a case, withholding documents that are not pertinent to the case and may contain corporate secrets. A strong code for civil proceedings prevents attorneys from improperly using information that may have been turned over inadvertently or by accident.

However, with electronic documents, especially email, it is very expensive for the legal team to scan them all to make sure the proper records are being sent to the opposing team. So, to avoid the penalties of withholding evidence and to avoid the cost of screening and classifying an overwhelming number of records, legal teams sometimes decide to hand over a virtual mountain of documents and let the opposition sort everything out. Being on the receiving end of a box of disk drives with more than 10 million potential material records for a case is an almost unthinkable position, but it is happening. The question of who bears the enormous cost of this discovery is up for grabs in cases today.

### A Storage Problem?

To be certain, regulations are a legal problem much more than they are a storage problem, but it is going to create changes for systems and storage managers. The question is what IT people should do to get themselves prepared for it.

First, it's important to know that requirements are going to change. That means solutions based on open technology allowing systems professionals to make adjustments are important. It's also important to plan for legal processes so they do not drag down the rest of the business, including IT. Isolating systems and storage that may be needed for legal reasons will become a common practice. The question is how to do this without significantly lowering the company's bottom line.

My next article looks at ways to start working on these problems using technologies and processes you are already familiar with.

Send your comments to marc@processor.com

### 6x100 DLT/LTO Library

Virtual Booth 3420 • Virtual Product 950



Need more capacity, but still want to use DLT and LTO technologies? 100-PAk provides up to 22TB of data storage capacity using 6 drives and 100 tapes. Data center backup. 6x100 with SDLT320, LTO-1, LTO-2 10 TB to 20TB. 1-slot mailbox for media management; hot swap drives; power on to ready in under 80 seconds Drives supported: DLT-8000; SDLT-220/320;



LTO-1/LTO-2 246 South Taylor Ave. Louisville, CO 80027 Phone: (800) 941.0550 Fax: (303) 664-8299 WEB SITE: www.breecehill.com

### **Enterprise Tape Library**

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- Spectra® T950 Library
- 100 to 6150 cartridges
- Up to 120 full-height drives with LTO, SAIT, SDLT
- and AIT-4 • LVD SCSI, 2GB Fibre Channel and Gigabit
- Ethernet NDMP, Serverless Backup, iSCSI
- Mixed media options with single-frame T950
- Includes 1 year of onsite SpectraGuard™ support

SPECTRA LOGIC

1700 North 55th Street Boulder, CO 80301 Phone: (303) 449 6400 Fax: (303) 939-8844 WEB SITE: www.spectralogic.com

# Backup Hardware Appliance Virtual Booth 4071 • Virtual Product 2031



Idealstor is a complete backup system with ejectable inexpensive IDE ATA disks which are used for backup, while protecting your current investment in backup software. It offers the speed and reliability of disk, the portability of tape and a backup platform that for the first time outperforms tape drives & libraries in performance, reliability, scalability, ease of use and functionality.



520 Central Parkway East Phone: (866) 522-2587 WEB SITE: www.stratsolutions.com

Plano, TX 75074 Fax: (972) 422-5526 EMAIL: Info@stratsolutions.com

### 8-In-1 Multi-Card Reader Virtual Booth 4061 • Virtual Product 2013



Compliant with USB 2.0 specification Supports multiple types of storage media - Memory Stick, CompactFlash, SmartMedia, MultiMedia, Secure Digital Hi-Speed data transfer rate up to 480Mbps LEDs indicate card insertion and data traffic Dimensions: 102mm x 102mm x 26mm 2-year warranty - Available in white and black

1645 N. Brian Street Phone: (714) 921-2000 WEB SITE: www.transcendusa.com

Orange, CA 92867 Fax: (714) 921-2001 EMAIL: sales@transcendusa.com

### **Network Attached Storage** Virtual Booth 357 • Virtual Product 1876



### **DataNAS Director**

- · Starting at 500GB to over 22TB storage
- Serial ATA hot-swap HDs 2GB ECC DDR memory
- Dual Gigabit Ethernet
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- to-disk replication · Snapshot file system
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- · Auto-loader/library tapebackup support, NDMP



3220 Commander Drive, # 101 Carrollton, TX 75006 Phone: (800) 995-1014 Fax: (972) 980-0375 WEB SITE: www.excelmeridian.com EMAIL: sales@excelmeridian.com

### CD-R / DVD+R Duplicator Virtual Booth 3368 • Virtual Product 847

CD-R DVD-R/±R



### Reflex Pro7 standalone CD-R & DVD±R duplicators NO HOST PC NEEDED!

Store frequently copied CD or DVD images in the ReflexPro7 Throughput: Duplicates at least 119 CD-Rs, 42 DVD-Rs or DVD+Rs per hour Drives: (7)52x CD-R drives or 8x DVD+/-R/48x CD-R drives Hard Drive: Includes 80GB (CD) or 120GB (DVD) for storing frequently copied discs Warranty: 1 year warranty & free lifetime technical support. Connect to a PC or Mac with an optional USB 2.0



7905 N. Rt. 130 Phone: (800) 237-6666 WEB SITE: www.discmakers.com/processor

Fax: (856) 661-3458 EMAIL:info@discmakers.com

# Blue-Laser Library System Virtual Booth 3598 • Virtual Product 2020



### **AXIS-Blue Library System**

- Up to 1.56TB Storage Capacity
- Highly Reliable MSBF 1,500,000 Cycles
- Ultra 160LVD/SE SCSI Interface
- Compact design rack mount 6U Chassis
- Multiple configurations available
- Expandable to meet growing requirements



11522 Markon Drive Garden Grove, CA 92841 Phone: (866) 500-KANO (5266) Fax: (714) 379-4541 WEB SITE: www.kanotechnologies.com EMAIL: sales@kanotechnologies.co

### **Auto CD/DVD Duplicator**

Virtual Booth 4036 • Virtual Product 1973



### Professional High Quality, Automated CD/DVD **Duplicator System**

- Fast Robotic Handler
- 24/7 Disc Production 200 Disc Capacity
- 2 CD or DVD Recorders
- Integrated Windows PC High Quality Inkjet or
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- Locking Security Cover Option Available
- Compact Modular Design



2 Davis Drive Belmont, CA 94002 Phone: (800) 223-3693 Fax: (650) 596-1915 WEB SITE: www.microtech.com

### **Standalone DVD Duplicator**

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### 8x DVD+/-R Standalone **Duplicator Tower w/ 40GB**

- Standalone Duplicator NO
- **HOST REQUIRED** Duplicate Both DVD+R and
- DVD-R formats at 8x spd Duplicate DVD-R to
- DVD+R/DVD+R to DVD-R
- LCD menu with simple one-button copy feature
- 40GB hard drive for DVD/CD image library
- Fire Wire/USB 2.0 for PC/Mac connection as single burner



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### **Dual Format DVD Copier**

Virtual Booth 3921 • Virtual Product 1796



DVD / CD-R Tower Duplication System from the leader in CD - DVD-R Duplication, Condre Technology. Featuring 8X / 24X recording speed for DVD and CD-R, with a USB 2.0 connection for direct interface to PC or Mac. Ruggedized enclosure with multiple cooling fans for 100% Duty Cycle Performance, supports both DVD - R and DVD + R. Call today for details!



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### **Blue-Laser Storage Device**

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- 23GB storage capacity per disc
- Robust design maintenance-free drive
- Highly reliable MTBF 100,000H
- Fast Access 11 MB/s maximum transfer rate
- Ultra 160 SCSI Interface
- Internal & External Models available
- Host Adapter & Backup Software w/kit (PC & MAC)



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# **Flash Drives**

Virtual Booth 3790 • Virtual Product 1558



### **Inject Speed Into Your Network**

Decrease data access times and increase data transfer rates with the most innovative and reliable solid-state E-Disk flash drives and storage solutions •

Rugged, pure solid-state & non-volatile • Fibre Channel, SCSI, IDE/ATA interfaces • 2.5", 3.5" form factors • Patented security, data protection features • Made in USA



45550 Northport Loop East Fremont, CA 94538-6481 Phone: (510) 743-3475 Fax: (510) 623-2342 WEB SITE: www.bitmicro.com EMAIL: sales@bitmicro.com

### **Solid State Storage** Virtual Booth 3790 • Virtual Product 1890



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# **Solid State Storage**

Virtual Booth 1923 • Virtual Product 225

**NSD** RAMDISK



- Eliminate bottlenecks to the primary data storage sys-
- Improve system performance and transaction vol-
- Enhance customer service
- Reduce costs by extending server and software life
- · Reduce nightly, monthly, and quarterly batch processina

# 4RAMDISK.com

12600 Deerfield Parway, Suite 100 Phone: (800) 640-5862 WEB SITE: www.4ramdisk.com

Alpharetta, GA 30004 Fax: (888) 663-4464 EMAIL: sales@4ramdisk.com

### 2.5" IDE Flash Disk

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- Capacity: up to 640MB
- Standard 2.5" hard disk form factor
- Standard IDE hard drive interface/connector
- Support up to PIO Mode 4
- Wear leveling function to extend life of Flash memory
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- Endurance: 1M Program/Erase cycles
- Data retention: 10 years, MTBF: 500,000 hours

# CROSSER

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Cypress, CA 90630 Fax: (714) 827-9908 EMAIL: sales@acrosser.com

# **Serial ATA Storage**

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Padova Technologies SlickStor product line offers one of the most dense storage raid products on the market today. Rackmount 2U and 3U units can accommodate up to 4.8TBs of Serial ATA Disks in 2U and 6.4TBs in a 3U system. All SlickStor systems are configured with SCSI, Single or Dual Fiber Channel RAID Controller Starting under \$5,000.00



9693P Gerwig Lane Columbia, MD 21046 Phone: (410) 381-8386 Fax: (410) 381-8387 WEB SITE: www.padovatech.com EMAIL: sales@padovatech.com

SlickStor

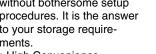
# External Storage Solution Virtual Booth 6355 • Virtual Product 1725



The Accusys Acuta series is a newly designed ATA external solution which lets you easily secure your data without bothersome setup procedures. It is the answer to your storage requirements.

- High Convenience, Supports Multiple Host
- USB 2.0 or 1394 FireWire
- SATA host interface

Fremont, CA 94538 Phone: (866) 277-5888 Fax: (510) 661-9800 WEB SITE: www.accusys.com.tw



- Interfaces
- A/B host interface
- No utility, no driver needed

46710 Fremont Blvd EMAIL: sales@accusys.com.tv

### **RAID-3 & AFP 3.1 NAS** Virtual Booth 3388 • Virtual Product 1523



The Arena Pegasus NAS combines advanced hardware design & software-technology to deliver total security, high performance & seamless cross-platform centralizeddata-management. The Pegasus 410GT is one of the first NAS systems to support RAID-3 & AFP 3.1. Your dedicated choice for image processors, including pre-press, platemaking, advertising and magazine businesses.



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### **SATA RAID Storage**

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- 2U, 8 drives DAS with hot swappable component
- Host Support: Ultra320 SCSI or Fibre 2G Optical
- AV-certified for NLE: SD & HD editing (PC & Mac)
- IT-certified: SANRAD iSCSI & Qlogic Fibre Switch
- RAID: 0, 1, (0+1), 3, 5 with Remote Management
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12221 Florence Avenue Santa Fe Springs, CA 90670 Phone: (562) 777-3488 Fax: (562) 777-3499 WEB SITE: www.enhance-tech.com EMAIL: sales@enhance-tech.cor

### **ATA NAS Chassis**

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### StorTrends 2104 ATA NAS

- 1U system with support for up to four ATA hard drives
- Up to 1.2TB capacity
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- Snapshot, journaling file system, NIS



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Starting @ \$2,399

- SmartMirror Disk to Disk Auto-Backup Feature
- No Lengthy Restores from Tape or CD
- Menu-Driven Schedules, Multiple Generations
- Support for Windows, NetWare, Unix & Mac Clients
- Linux OS No Client License Fees
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- Hot-swap IDE or SCSI Drives & Power Supplies



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Page 23

### **BlueArc Titan NAS Server**

Virtual Booth 3691 • Virtual Product 1268



### **Maximize Investment Protection With The** World's Only Modular Network Storage Solution

Titan enables high-speed data access and unparalleled scalability in a modular solution with maximum flexibility offering Fibre Channel and ATA drives in a single system and the ability to upgrade server modules without replacing the entire system, saving time and money.



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## **High-End NAS Gateway**

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 Industry-leading availability •Unparalleled performance Unsurpassed scalability

Celerra Clustered Network Server (CNS) is the world's fastest, most scalable NAS gateway. Optimized for information sharing, Celerra CNS drives down total cost of ownership by enabling the consolidation of hundreds of file servers-and all your SAN and NAS applications-in a single, centrally managed storage subsystem.



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# 3TB NAS Storage Appliance Virtual Booth 699 • Virtual Product 1795



- AberNAS 231 3TB of Storage for Under \$10,000
- Dual 2.4GHz Xeons, 2GB ECC Reg. DDR Memory
- 10 x Hot Swap SATA Data Drives
- 2 x OS Drives Mirrored for failover • 460W Redundant Power Supply
- Hardware RAID 0, 1, 5, 5+
- 2 x Gigabit LAN ports



Custom Server & Storage Solutions 9130 Norwalk Boulevard Phone: (562) 699-6998 WFB SITE: www aberdeening com

Santa Fe Springs, CA 90670 Fax: (562) 695-5570 EMAIL: GenSales@aberdeeninc.com

### fs[ix] Network Storage Virtual Booth 4030 • Virtual Product 1969

### fs[ix] Titan II 250GB Server

- Contains 250GB of disk capacity
- RAID 0 data protection
- Gigabit Ethernet network connection
- Made in the USA

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Phone: (888) 663-4747 WFB SITE: www.comtech.us/fsix Independence, MO 64057

EMAIL: info@comtech.us

### Intelligent FC-FC Storage Virtual Booth 3656 • Virtual Product 1218



iQ1000 is an affordable SAN storage system w/embedded intelligence • Includes enterprise functionality: storage virtualization, snapshot, mirroring, remote replication, storage provisioning & automated capacity growth • Used for storage consolidation, business continuance & disaster recovery • Up to 4GB cache • Scales up to 17.6TB • All components are hot-swappable & redundant • 3-year warranty.



2001 Corporate Center Drive Newbury Park, CA 91320 Phone: (805) 376-1010 Fax: (805) 376-1011 WEB SITE: www.igstor.com

# **Scalable SAN Solution**

Virtual Booth 3780 • Virtual Product 1543

**EMC**<sup>2</sup>



### **EMC CLARIION CX300**

- Up to 13TB capacity scales from 5 to 60 drives
- Optimized for cost-effective UNIX, Windows, Linux and NetWare workgroup solutions
- Cached performance of 680Mbps & 50,000 I/Os per sec.
- Offers simple, automated Web-based management and online LUN expansion



3101 Yorkmont Road, Suite 1200 Charlotte, NC 28208 Phone: (866) 463-3372 Fax: (704) 423-5742 WEB SITE: www.sandirect.com EMAIL: sales@sandirect.com

### 4 Terabyte SAN Bundle Virtual Booth 374 • Virtual Product 1204



\$19,990

### Storage Area Network Bundle Includes:

- 4TB-SATA RAID Array
- 8 Port 2-Gigabit Fibre Channel Switch (expandable to 16) • (4) 2-Gigabit Fibre Channel Host Bus Adapters
- Fibre cabling and redundant active components • StorageWatch monitoring, reporting and service platform

• Tier II Service including advance replacement

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360 Merrimack Street Lawrence, MA 01843 Phone: (800) 330-7335 Fax: (978) 683-6656 WEB SITE: www.raidinc.com EMAIL: sales@raidinc.com

# Intelligent FC-SATA Storage Virtual Booth 3656 • Virtual Product 1219



iQ1200 is the first all-in-one FC-SATA SAN storage system with embedded intelligence • Includes enterprise functionality: storage virtualization, snapshot, mirroring, remote replication, storage provisioning & automated capacity growth • Used as virtual tape library, disk-to-disk-to-tape, for fixed content, reference material, digital media or electronic vaulting • Up to 4GB cache • Components hot-swappable.



2001 Corporate Center Drive Newbury Park, CA 91320 Phone: (805) 376-1010 Fax: (805) 376-1011 WEB SITE: www.iqstor.com EMAIL: info@iqstor.com

### **Online Disk Vault**

Virtual Booth 3915 • Virtual Product 1784



### ATABeast rewrites rules for cost effective RAID storage

- 2 GB Fibre Channel OR SCSI interface connectivity
- Enterprise-class functionality & features using ATA drives
- Sophisticated browser-based RAID management • Hot-pluggable drives, controllers & power supplies
- Up to 16.8 TB in only 4U
- Named Best of COMDEX '03 & Product of the Year '04



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# MARKET WATCH

This week's MarketWatch focuses on Microsoft's current product lineup. Microsoft almost needs no introduction. The huge software solution leader consistently finds creative solutions to business problems and continues to develop breakthrough



ideas. The following Microsoft products are geared for small to medium-sized enterprises. The prices listed reflect those on Microsoft's Web site. For more pricing information or a complete list of products, visit Microsoft online at www.microsoft.com.

Category	Product	Description	Price
Operating Systems & Extras			
	Windows Small Business Server 2003	Provides a complete business server solution with messaging and collaboration, security-enhanced Internet access, protected data storage, and reliable printing.	Purchase through online and off-the-shelf retailers
	Windows Storage Server 2003	A dedicated file and print server, offering dependable storage. A great platform for simplified file sharing, backup, and replication of essential business data.	Purchase through Microsoft partners (CALs not required
	Windows Server 2003 Enterprise Edition	A productive infrastructure for running all business applications and services including networking, messaging, inventory and customer service, database, ecommerce Web sites, and file and print servers.	\$3,999 (25 Client)
	Windows Server 2003 Standard Edition	A comprehensive, integrated server OS, designed to help small businesses increase the effectiveness of computing operations and reduce IT costs.	\$999 (5 Client)
	Windows Server 2003 Terminal Services	Part of the Windows Server 2003 family. Delivers Windows-based applications, or the Windows Desktop itself, to virtually any device and over any network connection.	\$2,979 (20 User CAL) or \$749 (5 Device CAL)
New!	Microsoft Data Protection Server	A low-cost, continuous disk-based data-protection solution for the Microsoft Windows Server System.	Contact Microsoft
	Windows Virtual PC 2004	Allows businesses to install and run most x86 OSes in a virtual machine environment including Windows, DOS, OS/2, Linux, and Novell NetWare.	\$129
	Microsoft Virtual Server 2005	A virtual machine solution for Windows Server 2003. Increases operational efficiency in software development application migration, and server consolidation.	Contact Microsoft
	Windows Services for UNIX 3.5	Provides a full range of cross-platform services that help IT staff integrate Windows into an organization's existing Unix environments. Comes with the Interix subsystem technology.	Purchase through online and off-the-shelf retailers
	Windows XP Professional Edition	Provides excellent security and privacy, advanced recovery options, and improved network connections.  Enables remote computer access (with wireless networking support).	\$299
	Windows 2000 Advanced Server	Adds advanced SMP support, clustering, and load-balancing to the Windows 2000 Server family. Runs	\$399 (25 Client)
	Windows 2000 Professional Edition	demanding applications including ecommerce and line-of-business applications.  Includes integrated Web capabilities and broad support for mobile devices.	\$319
	Windows Mobile 2003 software for Pocket PC	Enables quick and easy data connections through email, Web browsing, and Instant Messaging. Features	Included with the cost of
IT Professional Applications	Windows Mobile 2003 Software for Pocket PC	Zero Configuration Wi-Fi and Bluetooth support.	Pocket PC
II FIOIESSIOIAI APPIICALIOIIS	Application Center 2000 Enterprise Edition	A deployment and management tool for high-availability Web applications. Manages many servers as a single server.	\$2,999 (1 Processor License)
	Exchange Server 2003 Standard Edition	Software designed to meet the messaging and collaboration needs of SMBs, as well as specific messaging server roles or branch offices.	\$1,299 (5 Client)
New!	Exchange Server Best Practices Analyzer	An advanced new utility to help maintain the health and optimal performance of a Microsoft Exchange Server. Helps customers to better manage and maximize performance in existing Exchange deployments.	No Charge
	Identity Integration Server 2003 Enterprise Edition	Helps manage and synchronize identity information. Provisions and de-provisions user accounts and enables self-service and helpdesk-initiated password management.	\$30,759
	Internet Security and Acceleration Server 2004	An integrated security solution for SMBs. Perfect as an in-line firewall to protect key business applications.	Contact Microsoft
	Microsoft Operations Manager 2005	Provides full event management and improves the manageability of Windows Server System environments.	Contact Microsoft
	SQL Server 2000 Standard Edition	Offers powerful data management applications and services to SMBs. Provides the functionality required for nonmission critical ecommerce, data warehousing, and line-of-business solutions.	\$1,489 (5 Client)
	Systems Management Server 2003 Enterprise Edition	Delivers scalable change and configuration management for Windows–based desktop and server systems.  Also extends asset management and application deployment capabilities to the mobile workforce.	\$1,219 (10 Client)
Office Applications			
	Office InfoPath 2003	Helps in gathering information flexibly and efficiently in rich, dynamic forms. Improves collaboration and decision-making by repurposing, reusing, and sharing information throughout the organization.	\$199
	Office Live Communications Server 2003	Provides enterprise-ready instant messaging; presence awareness within desktop and line-of-business applications; and communication without the constraints of geography, office location, or time zone.	\$1,059 (5 Client)
	Office Project Professional 2003	Project management software for the enterprise. Helps organizations plan projects, manage resources, and establish organization-wide repeatable processes.	\$999 (1 Client)
	Office Project Server 2003	An extensible platform for project portfolio and resource management. Enables an organization to centrally store, link, and share related project details such as documents, issues, and risks.	\$1,499 (5 Client)
	Office SharePoint Portal Server 2003	Empowers enterprises to seamlessly connects users, teams, and knowledge. Allows people to leverage relevant information across business processes and work more efficiently.	\$5,619 (5 Client)
	Office OneNote 2003	Helps users capture, organize, and use notes on desktop computers, laptops, and Tablet PCs. Email notes, publish them as Web pages, or copy and paste them into other Office applications.	\$199
	Office XP Professional Edition	Helps to build connections between people, information, and business processes. Includes Microsoft's Excel, PowerPoint, Word, Access, and Outlook Office applications.	\$499
	Office Visio 2003 Professional	A diagramming program to help create business and technical diagrams that document and organize complex ideas, processes, and systems. A popular choice for network diagrams.	\$499
	Office 2004 for Mac Standard Edition	Helps users manage information, share ideas, and create documents. Includes Microsoft's Excel, PowerPoint, Project Center, and Word applications and improved junk email protection.	\$399
New!	MapPoint 2004	Combines mapping and analysis tools with the simplicity of Office. Allows easy location and illustration of points on maps, integrating them into Office documents, and quick identification of business trends with up-to-date, detailed demographic information.	Contact Microsoft
Business Applications		eac, seamed configuration mornitation.	
	Microsoft Business Solutions - Axapta	A solution to help midsized and corporate enterprises improve and accelerate business opportunities. Works across multiple locations, languages, and currencies.	Purchase through online retailers
	Microsoft Business Solutions - Solomon	Designed to meet financial, project, service, distribution, manufacturing, and e-business needs. Includes a full range of business and accounting applications.	Purchase through online retailers
	Microsoft Business Solutions - Microsoft Business Network	Simplifies business connections using electronic documents and a secure subscription service. Helps companies move from paper to digital documents and exchange information easily.	Purchase through online retailers
Networking	Microsoft Broadband Networking Wireless Base	A router providing broadband Internet connection and file and printer sharing over multiple computers.	Purchase through online
	Station  Microsoft Broadband Networking Wireless	Designed for smaller wireless 802.11b networks.  A base station providing full compatibility with 802.11g and 802.11b Wi-Fi networks. Features automatic WEP	retailers  Purchase through online
	BaseStation MN-700	protection and WPA.  A wireless network adapter providing 54Mbps connectivity to 802.11B or 802.11g wireless networks.	retailers  Purchase through online
	Microsoft Broadband Networking Wireless USB 2.0 Adapter MN-710	7. microso network adapter providing officially confidentials to ouz. The or ouz. The wildless networks.	retailers

# **Management Blunders Stop Productivity In Its Tracks**

Continued from Page 17

Most commonly, IT managers tend to hoard the heavy lifting, says Santana, who explains that managers are often promoted because they once excelled at their technical specialty.

"They tend to see that as their strength, so rather than delegating they keep the brainy stuff to themselves," he says. "So instead of having a whole staff of 10 people reporting to one person, really they have one person with a bunch of assistants. They fail to leverage the organization and then get frustrated because they have all these people that seem to be a waste."

### **Doing What Your Boss** Tells You To Do—Literally

Susan Cramm of Valuedance, an IT management training firm, says that many managers can be brilliant at leading their employees but fail when they have to manage their bosses.

"You need to know how to ask the kinds of questions that clarify their goals," she says, explaining that many bosses may know what they ultimately want but sometimes give misguided directions in accomplishing the goal. In spite of their early ignorance, the hammer usually falls on your head not theirs.

"Not understanding the ultimate objective and following the letter of the law to deliver will leave you both frustrated," Cramm says.

### **Being Conventional** When Hiring

Everybody knows this is an employer's market. But even with plenty of candidates

out there, managers still have a hard time making the right hiring decisions. Mistake No. 1, says Glen, is choosing a prospect based on an accomplished resume.

"Right now, when people can be choosy, they choose for all the wrong reasons. They look for a checklist of skills rather than the intangibles," he says. "But the key thing is to ask if this is someone you want to be working with that you trust enough to deliver at midnight on a Saturday if need be."

Cramm says that managers must also stretch their comfort zones when choosing candidates. The biggest hiring blunder she sees managers make is hiring in their own image.

"People like people who are like themselves," she says. "Most don't consider the types of skills and temperament that will complement the team. But when you do this there's no one on the team that can challenge each others' faults."

### The No. 1 Mistake: **Failing To Learn More About Your Business**

"Instead of staying in the safe warm area of technology, break past that plateau and really start driving some value," Joe Santana, IT leadership expert and author, suggests. "Good managers have to be able to look at the IT alignment plan to become better leaders to the people who are heads down getting the technical work done."

Ryan Nelson, director of the Center for Management of Information Technology, agrees that knowledge of technology alone does not make the manager. "Segregation of business knowledge and technology knowledge is a common problem," he says. "If you don't have it, then work through cross functional teams."

But even better, try to get that additional knowledge. If you don't, you'll likely be replaced by a new generation of business-savvy technology managers. Already, schools such as Nelson's McIntire School of Commerce are taking the hybrid approach to teaching the next generation of IT leaders.

"Our graduate program is designed to take technologists and turn them into broader business managers," he says, "because they need to understand things like financial metrics and legal issues."

If you aren't planning on going to school again, there is still hope. Susan Cramm of IT management training firm Valuedance says that managers should be constantly

seeking ways to diversify their knowledge portfolio. "Even if your dream is to always be in IT, you have to spend time working on non-IT initiatives if you plan on taking more and more senior roles," she says.

She believes the reason so many CIO positions are filled from outside a company is because internal managers don't take the time to understand other aspects of the company's business. "People have to manage their ego and be willing to take lateral assignments," she says. "They have to be humble enough to realize that if they haven't made boundary changes they won't have the point of view necessary to assume senior leadership roles."

# **Peer-To-Peer Use In Companies**

Continued from Page 15

many businesses either force IT support staff to install applications on individual desktops or use a software applications "catalog" that only allows the download and installation of company approved and licensed applications. This approach not only prevents the spread of unwanted P2P clients; it also helps companies maintain compliance with software licenses.

According to a recent Yankee Group Research Note ("New Weapons in the War Against Spyware, Adware and P2P File Sharing"), businesses can use network traffic monitoring tools to detect P2P activity in their networks. These applications examine network traffic and look for the protocols used by P2P applications. Examples of companies that perform sophisticated network traffic monitoring include Packeteer, Q1 Labs, and Mazu Networks. Packeteer's PacketSeeker traffic monitoring appliance, for example, detects specific applications operating within your network by looking for specific application "signatures."

### The Bottom Line

Those of you who still believe that P2P will eventually find a legitimate home in corporate America shouldn't lose hope. The technology has immense potential for enabling the efficient sharing of digital resources across corporate networks. In fact, many trailblazing companies are already beginning to explore P2P's potential. But, until legitimate P2P uses join the mainstream, it's best to keep clandestine P2P file-sharing away from your business.

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# The RFID Revolution

### **Trio Of Tech Firms Offers Packaged Solutions**

by Tony Bradley

COMPANIES AROUND THE WORLD are adopting RFID (radio frequency identification) technologies for a number of different purposes. RFID technology is being integrated into security authentication cards, ID cards, and bracelets, as well as being researched as a possible replacement for barcode scanning. However, warehouse shipping and delivery logistics has led the way for RFID implementation thus far.

### **Siemens Leads The Way**

RFID has been hailed as an industry-changing technology for shipping and logistics and has a wide range of potential applications. As new as RFID technology is, Siemens has already established itself as an experienced leader in the field.

Earlier this year, Siemens teamed up with Fraunhofer IFF, a research institute for factory operation and automation, to set up a testing and development laboratory for RFID technologies. The goal of the laboratory is

to test, adapt, and evaluate RFID technologies to determine their suitability for use in practice, particularly for logistics applications such as shipping and warehousing.

Siemens has been hired by the Otto Group, the largest mail-order retailer in the world and secondlargest in online sales only behind Amazon.com, to establish a pilot program for using RFID for its logistics. Siemens was also commissioned recently by the Jacobi Medical

### **SNAPSHOT**

### Siemens RFID Starter Kit

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Center in New York to implement a high-tech patient tracking system using RFID to store data in wireless wristbands. Siemens is also contributing its accumulated knowledge and expertise by participating in the METRO Group Future Store Initiative, created to investigate ways that RFID can be used in the retail trade.

### **Prepackaged RFID Solutions**

Siemens recently announced a collaboration with SAP and Intel to provide a prepackaged entry-level solution companies can implement to get started using RFID. The Starter Kit, starting just under \$25,000, comes with three preconfigured scenarios enabling companies to deploy RFID tags on shipping batches, integrate RFID into ERP software, and allow companies to institute a step-by-step program to integrate RFID into their logistics and delivery processes.

Combining Siemens' extensive RFID experience with the reliability and scalability of Intel architecture and the power of SAP software provides a potent yet cost-effective RFID solution that meets the needs of even large retail corporations such as Wal-Mart and Target. With a package such as this, more corporations may begin to look at what RFID can do for them.

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# Barracuda **Spam Firewall Gets A Facelift**

### **Major Firmware Upgrade Includes New Configuration Options**

by Tony Bradley . . .

Unsolicited email advertising is certainly not new, but the rate at which the problem is growing is alarming. In 2003, malicious virus authors joined forces with purveyors of spam to create malware that turned thousands of computer systems into unsuspecting spam relays that can be used to distribute millions of spam messages.

SNAPSHOT

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### **Barracuda Spam Firewall**

Barracuda Networks is a leader in the antispam industry. The Barracuda Spam Firewall is a network hardware appliance designed to filter and block spam email messages. It is capable of filtering between 1 and 10 million email messages per day (depending on which model is used) without bogging down email servers. In fact, placed between the Internet and the email servers, the Barracuda Spam Firewall actually reduces the load on the email servers by removing the unwanted messages before they even get there. Aside from filtering unwanted spam email, the Barracuda Spam Firewall also performs virus scanning to help eliminate malware from incoming email.

Competitors such as St. Bernard's ePrism Email Filter and CipherTrust's Ironmail offer similar functionality. The Barracuda Spam Firewall comes in three models: the 200, 300, and 400. The 200 starts at less than \$2,000 including a one-year update subscription. For just less than \$5,000, the Barracuda Spam Firewall 400 handles more than 10,000 active email accounts and 10 million messages per day; it also provides RAID and clustering support for reliability. The device is kept up-to-date with new definitions and defense techniques using the automated Energize Updates feature.

### Firmware Version 3.0 Features

The version 3.0 firmware update for the Barracuda Spam Firewall adds a number of new advanced features, including the ability to configure the GUI in eight languages and filter spam in any of the eight languages, as well as support for the Sender ID Framework.

The upgrade provides alias linking so users with multiple email addresses only need to manage one account; it also includes single-sign-on capabilities using SSL so users can log into the Barracuda Spam Firewall using their domain usernames and passwords. Firmware Version 3.0 also lets users customize bounce messages for virus, spam, or banned file notifications to both the sender and intended recipient.

The Barracuda Spam Firewall Firmware Version 3.0 will deploy to new and current customers at no charge.

# Fight Fire With Sapphire

### **Clean Agent Fluid Lets You Avoid Water Damage**

by Christopher A. MacKinnon

YOU ALMOST WOULDN'T BELIEVE IT until you actually saw it. Imagine someone claimed he could throw your corporate server into a tank full of water without harm and before you could call him daft, he actually did it. What would go through your mind? Then, miraculously, your server is retrieved literally unharmed from the tank and you find you can use it just the same.

Believe it or not, this is what would happen if you doused any of your data center equipment with Tyco's revolutionary 3M Novec 1230 Fire Protection Fluid. The fluid looks exactly like water but will not cause the type of damage associated with water when putting out a fire. Novec 1230 also evaporates about 25 times faster than water.

The clean agent system, dubbed Ansul Sapphire Suppression System, provides the ideal solution for data centers and other facilities seeking to

protect critical assets that could be damaged by ordinary fire suppression systems. The Sapphire system is an engineered system, meaning each installation is customized depending on the area that needs to be covered. The fluid agent is actually a carbonbased fluid that is stored in cylinders and expelled as a vapor upon actuation of the system. The system uses super-sensitive detectors that actually

sense the presence of smoke or an increase in temperature in a room. So the Sapphire system will detect a growing fire situation even before flames are visible.

### What's The Big Deal?

Joe Ziemba, marketing manager of engineered systems for Tyco, points out the advantages of the Sapphire system. Ziemba says, "The system is



Tyco's Ansul Sapphire Suppression System fights fire with a chemical substance that looks exactly like water but doesn't damage data center equipment.

earning praise because of three things: It is environmentally friendly and safe for human occupancy, it distinguishes fires quickly and efficiently, and it will not damage any equipment, either during or after discharge." The Novec 1230 Fire Protection Fluid is also nonconductive, meaning that a server could be plugged-in and thrown into the liquid without any peril to human safety.

Ziemba says small to medium-sized enterprises might find the Sapphire attractive. He comments, "Downtime due to fire and fire extinguishment could be critical to the company. The thought of replacing valuable computers, and even more valuable data, could be horrendous for any company. As such, the Sapphire system is ideal for the data center because time is money and the threat of a shutdown due to fire is unacceptable." Other benefits of the Sapphire System include an atmospheric lifetime of only five days (vs. 33 years for the closest chemical alter-

native), as well as zero ozone depletion. The Sapphire Suppression System also offers the greatest safety margin over other nonsustainable halocarbon alternatives.

Tyco doesn't view the release of this new technology as a competitive situation either. Right now there are several clean agents available, but Tyco believes that it is offering the best type of clean agent fire protection on the market. As for the price tag on such a system, Ziemba commented that a Sapphire system will cost about \$30 to \$40 per

square foot. He said companies may find it worth the price for protection in places where water damage can be as big a problem as fire damage.

Tyco has been selling its Sapphire system in Europe for about a year and is now making the system available in the United States. But don't look for bottled Novec 1230 anytime soon. Taking a sip of the stuff, Ziemba says, 

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# Bundle Program **Network Component Packages**, **Tailored To You**

by Joe Lazzaro

IF YOU MANAGE A NETWORK, you face many missioncritical tasks every day, not the least of which include preventive maintenance, repair, and future expansion of your LAN. Keeping your network up and running is related to the health and well-being of your business, the happiness of your customer base, and ultimately your career, as well.

### SNAPSHOT

Black Box Smart

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And while you're doing all this, you need to keep overhead to a minimum, and this means cutting back on expensive field engineering and consulting services whenever possible. To accomplish this vital task, you need fast access to network components and peripherals, not to mention reliable and cost-effective onsite support when necessary.

Black Box recently rolled out the Smart Bundle program to provide data network component packages tailored to the specific needs of individual clients. The Black Box product line includes hard-wired and wireless equipment, cables, connectors, modems, CSU/DSUs, and muxes, as well as reference and training materials. Black Box can ship complete LANs or just the components needed for a particular project, repair, upgrade, or expansion.

According to Black Box, the Smart Bundle is fully plugand-play compatible and is designed to streamline the deployment process and reduce overall setup costs. Black Box assigns each product bundle a single tracking number, allowing IT staff to more easily manage and deploy requested network components. Black Box can configure the Smart Bundles for small to medium-sized businesses, as well as enterprise-level customers.

Field engineering and onsite consulting services can make significant financial demands on a network installation or even an upgrade. In addition to the Smart Bundle, Black Box offers onsite installation services. Services range from integrating the Smart Bundle into your existing network infrastructure to setting up an entire network from scratch in a more cost-effective manner. Black Box offers special pricing for government entities and educators.

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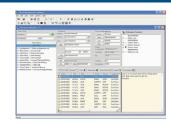


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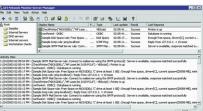
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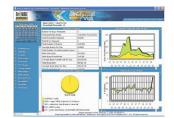
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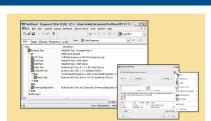
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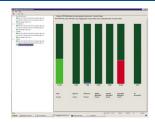
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# Are You Paranoid Enough?

# **Security Testing & Auditing Keeps IT Resources Safe & Sound**

by James Turner

IF THERE IS AN IT DEPARTMENT on the face of the planet that doesn't understand the need for tight security, it must be living in a cave—probably one without In-ternet connectivity. With denial of service attacks, viruses, and malicious malware just waiting to penetrate the corporate firewalls, security is often the No. 1 priority for a CIO.

But once all the firewalls are installed, the virus scanners humming, and the VPN bridging your home users, how do you know that you've really locked out all the bad guys? When downloading an image can spread a virus, what does it really mean to be secure?

Designing a security policy and performing a gap analysis is something that a company can tackle by itself, says Ross Armstrong of Info-Tech Group. Armstrong, who is currently in the middle of an in-depth analysis for Info-Tech, says that competent HR and IT managers can work together to determine where the company is lacking as far as security policies and procedures

go. But when it comes time to put these policies to the test, it's time to look outside the company. (Disclosure: Info-Tech analysts write a twice-monthly column for Processor.)

### **The View From Outside**

"For example, it's a good idea for any medium-sized company to conduct a penetration test once in awhile," Armstrong says. "It's almost a fundamental requirement that you hire somebody else to do it. Hire a third party to do it whether or not you have the expertise in-house to do it. Hiring your own network administrator to do a penetration test on your network is like hiring yourself to break into your own house."

Armstrong states that security testing needs to be done from the standpoint of an outsider trying to break in. This means the tester should have essentially zero knowledge of the network at the start. "You've got to make sure the consultant or consulting group hasn't had any direct contact with anyone

in your company nor has any inside information regarding your network because, again, it's supposed to be an external penetration test. If they have any inside information, that can skew the results of the test."

Conversely, auditing requires a firm to dig deep into the de-tails of current infrastructure and policies. For that reason, Armstrong doesn't believe that a single small firm can perform both duties. Larger outfits can separate their roles sufficiently so that a separate group can handle each function with-out sharing information

that would give the testing team unfair information.

Similarly, Armstrong warns against giving your IT staff any heads-up notice that testing is going to occur. "It's one thing if they're coming in to check the physical building and they're going to be checking out alarm codes and that sort of stuff-then you're going to want to give them a heads-up. But when it comes to straight-up network testing, you want them to be able to try and hack into the network as if it were any normal day. And if you tell your staff, they might get reactive and then it won't be a normal day."

### **The Human Factor**

In addition to purely electronic testing such as port scanning, Armstrong is a believer in testing human assets, as well. "That's usually a good thing to try and test; have [the tester] call up the IT help desk or something like that and pretend to be a user and try to get a password. That's actually an excellent way of assessing internal security because then you find out that not only are [users] susceptible to social engineering, but if you do get a password, then

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### **Auditing vs. Testing**

A comprehensive analysis of your company's security requires insider knowledge of the company, as well as the kind of inquiry that only an outsider can conduct. Here's a brief summary of both kinds of analysis.

### Auditing

- Provides a detailed gap analysis of what policies and procedures are outdated or missing.
- Should do a physical inventory of equipment and determine what resources may be on the network but unmonitored or unprotected.
- Should ensure that all procedures are in conformance with industry regulations.
- Requires in-depth knowledge of the company.

### **Testing**

- Intended to probe the defenses of the company.
- May include "human engineering."
- Should have zero knowledge of the company resources except for publicly available information.

# What's Next For Computer Associates Customers?

# **Analyst: With Legal Woes Behind The Company, It's Clear Things Are Changing**

by Ericka Chickowski

LAST MONTH COMPUTER ASSO-CIATES made the first step in pulling itself out of the quagmire of financial scandal that has been plaguing it for years. The company reached an agreement with the Department of Justice and the Securities Exchange Commission.

In exchange for paying a \$225 million settlement, continuing to clean up its financial reporting, and allowing the government easy access for auditing, CA has managed to avoid costly legal proceedings with a deferred prosecution.

"With these agreements, CA has taken a critical step in closing this deeply troubling chapter in its history," said CA Chairman Lewis Ranieri in a statement following the agreement. "On behalf of the company and all its employees, we tender our sincere apologies to our share-holders and customers."

All of the troubles began in 1998, when CA began to use the suspect practice of back-dating contracts and operating under lengthened 35-day months to hit analysts' earning projections. The peak of the bad behavior came in 2000, when CA managed to inflate reported earnings

by \$1.78 billion. What's worse is that several high-level executives, including former CEO Sanjay Kumar, earned hefty bonuses because of the fraudulent reports, while the owners of CA stock lost millions when the company's price readjusted.

Kumar stepped down from the

Kumar stepped down from the CEO role in April, left the company in June, and is now being indicted on charges of securities fraud conspiracy, obstruction of justice, and conspiracy to obstruct justice.

### A Shareholder Issue

In many ways, this is largely a shareholder issue. They are the ones most directly affected by the financial indiscretions, and they are the ones that will benefit from the \$225 million restitution fund.

But like anything in business, there are likely to be other groups affected by the final fallout of this scandal. The company is in flux with an interim CEO, and with the announcement of restructuring and layoffs, it is already clear that things are going to change. If you are one of the thousands of CA customers out there, it is perfectly normal to wonder how this might change the way they do business with you, says Richard Ptak of Ptak & Noel Associates.

"When I was at CA World, customers were generally uncomfortable speaking about it. There weren't a lot of people willing to publicly speak and say they were nervous," Ptak says. "But I believe there was some nervousness," he says. "All you had to do was look at the stock market."

However, he says there are many customers out there who aren't too worried—for good reason. He believes that many of them have seen consistent service despite the legal troubles and they

even the appearance of impropriety. This will help company leaders focus on the business, Ptak says.

"The fact that they've come to some kind of agreement with the Justice Department removes the hanging cloud of scandal and liability," he explains. "I'd say this is a big move forward for them."

### **Recent Restructuring**

The recent restructuring also shouldn't worry customers. It is simply a matter of cutting fat and points to a company Since Kumar left the company, interim CEO Kenneth Cron has already started the process of examining the direction of CA products to find better ways to serve customers, Ptak says.

"The appointment of the interim process of the company of the com

melted or stronger than before.

"The appointment of the interim management team has put extra pressure to speedily find a new leader for them," Ptak says. "But on the other side, it has given CA some time to consolidate and focus and bring together better-thought-out strategies than they otherwise might have had."

### Key Is CEO

Ptak believes that the key for customer relations will be in who the company chooses as CEO. Customers should watch to see whether this new person will be the right one to get the giant organization finally focused back on technology rather than legalities.

"If they get a permanent new CEO in there with some character and direction and focus, they might be able to bring the somewhat disorganized threads together," he explains.

Though rumors have abounded, CA maintains that it still hasn't decided on a CEO candidate yet. Company spokespeople say that it will make its final pick by the end of this month or mid-November at the latest.

# "The fact that they've come to some kind of agreement with the Justice Department removes the hanging cloud of scandal and liability."

- Richard Ptak, Ptak & Noel Associates

are willing to see the present actions as a bright light at the end of the tunnel.

"A lot of customers seemed to be willing to be giving them the benefit of the doubt given some of the awful things that have been said about the company in the press," he says. "I think in general the customers are very happy about the changes made."

The agreement with the DOJ shows that the company is committed to moving forward without

looking to improve its business practices. CA now has something to prove, an attitude which will only serve to improve relations with customers.

"I think that overall it will turn out to be a benefit to the CA customers," Ptak says. In some ways, the trials and tribulations the company is going through might be likened to fire-tempering steel, Ptak says. The only way the company can come out of this is either completely

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An Easier Way To Store & Share Data

### **DNF's Newest High-Capacity Network Server Stores Up To 9,600GB**

by Frederick Nevin

A STRONG AND SUCCESSFUL BUSINESS depends on easy sharing of information and data among its employees. DNF (Dynamic Network Factory) believes it can help companies make data sharing easier with its new FlexStor-NAS 2400 Xeon Serial ATA RAID network server.

The server, with a storage capacity between 864GB and 9,600GB, lets a company put its data on a single unit for all to share, explains Jane Ervin, a spokesperson for the company. Other systems require data to be stored on a couple of different units, says Ervin. Storage on the 2400 series is equal to 6TB of fault-tolerant data storage in a 5U rackmount chassis with hot-swappable drive trays, redundant 950 watt 3-plus-1 power supplies, and an advanced cooling system. Also, it is possible to expand a dedicated file server up to capacities of 18TB by connecting the product to one to three Enterprise 16000 RAID subsystems, according to Ervin.



### SNAPSHOT

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Data on the 2400 is protected with a choice of RAID 1, 5, or 10. The user also can manage the server remotely from a Web browser over the company network, according to the company. The unit comes standard with a CD-ROM, eliminating the need to hook up an external CD-ROM to a NAS server each time new software is to be installed.

The product, which costs between \$15,000 and \$20,000, can be operational in about 15 minutes and targets midsized companies and organizations that require extensive memory, such as video production companies, says Ervin. It is available for Windows or Linux and can be purchased through the company's direct and international sales force.

The 2400 is the latest in a series of servers from the company. Earlier products include the FlexStor-NAS 1600 with storage from 576GB to 16TB when bundled with the Enterprise 16000 storage subsystem; the 1200 with capacities scaling up to 3TB in a single unit with expansion possible when combined with the Enterprise 16000; and the 400 with up to 1TB of storage in a 1U chassis.

# **Conduct Meetings** & Perform Security **Checks—Virtually**

### Marconi's New ViPr Virtual Presence System Offers High-Fidelity Sound & DVD Image Quality

by Joe Lazzaro

THE PAGES OF SCIENCE FICTION ARE FILLED WITH STORIES that include such technological marvels as video telephones. But audio/video telephony has become a reality with the current generation of computer technology and is a much soughtafter, albeit expensive solution for applications such as executive-level decision-making, telemedicine, distance learning, remote judicial hearings, security and surveillance, language translation, sign language translation, and command and control in emergency management administration.

Marconi's ViPr is a multiparty video telephony appliance, operated via a touchscreen-style interface. The package provides video, audio, and parallel multimedia content during call sessions. The touchscreen mimics the standard operations of a typical IP telephone set and was designed to help nontechnical or time-constrained users learn and operate the system. ViPr includes the features found on typical office telephones but is not limited strictly to voice, and it provides simultaneous high-fidelity digital audio, DVD-quality video, and streaming digital video or other content during calls.

ViPr is capable of handling up to 15 call sessions. Up to two live multimedia streams can be included with each call session, such as live television broadcasts, surveillance camera feeds, slide presentations, streaming audio, or other content. Essentially, users can mix virtual presence call sessions with live camera, television, or other content.

According to the company, ViPr includes compression and imaging technologies such as MPEG-2 video, progressivescan HD video, and active image processing. Sound and video are fully synchronized, providing a richer virtual presence effect, without the time lag associated with videoconference solutions. The Marconi ViPr system eliminates the Multipoint Control Unit, which has been independently identified as the chief culprit for time lag in videoconferencing, manifesting itself in the sound falling behind the video feed. The package can be connected to personal computers for data collaboration projects and can drive large-screen monitors or projectors for audience viewing.



SNAPSHOT

### Marconi ViPr Virtual Presence System

Newly updated virtual presence system offers a video and audio telephony solution for government, defense, corporate, and educational markets

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# **FACTOIDS**

by David Garrett

# **Hack Attacks**

Your network and data center are two of your firm's most prized assets, and keeping them safe from the glut of attacks that lurk on the Internet is a full-time job. But there is good news. Symantec's new "Internet Security Threat Report" shows a decreasing rate of attacks from Jan. 1 through June 30.



The past six months' decline was due almost entirely to a decline of worm attacks.

### And The Bad News Is . . .

But despite the drop in daily attacks, the report shows a disturbing trend: namely, that attacks on ecommerce sites are rising at a drastic rate. The result? Consumers who've had their data stolen off sites such as these will be reticent—if not strongly opposed—to shopping online again. And this can be a danger to any firm with a Web site and a product to sell on it.

	July to December 2003	January to June 2004
Ecommerce	3.6%	16%
Small business	2.5%	10%
Not-for-profit	2%	5%
High tech	4.9%	4%
Business services	1.2%	4%
Financial services	1.1%	4%
Media and entertainment	N/A	3%
Telecommunications	N/A	2%
Healthcare	2.9%	2%
Education	1%	1.1%
Retail	N/A	1.3%
Manufacturing	N/A	1%

\*NOTE THAT FIGURES IN THE TABLE ABOVE ARE ONLY FOR TARGETED HACK ATTACKS (THOSE AIMED AT A PARTICULAR COMPANY OR INDUSTRY AND NOT AT THE PUBLIC IN GENERAL). HENCE FIGURES IN THE TABLE DO NOT ADD UP TO 100%

Small business owners will note the four-fold increase in targeted attacks aimed at their firms in the first half of 2004. Why the increase? One theory is that so many SMEs (small and medium-sized enterprises) use cable and DSL to connect to the 'Net, both of which present an open range of IP addresses to hungry hackers.

SOURCES: SYMANTEC, EMARKETER

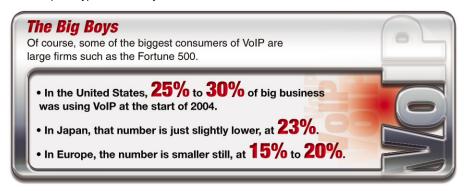
# **VoIP: A Rosy Future**

According to a new report from IDATE, VoIP and ToIP (Telephony over IP) have a bright future ahead of them. Just how bright? IDATE's data paint a glowing picture:

- In 2003, 2.5% of corporate phone lines (roughly 10 million lines) were using VoIP.
- By the end of 2009, that number will rise to 40% (roughly 180 million lines).
- As a result, nearly 33% of analog and ISDN lines will vanish into the ether of old technology.
- By 2010, 50% of all phone traffic will be on VoIP/ToIP.

And consumers are riding the bandwagon too:

- In the United States, Vonage claims 115,000 users on its VoIP network.
- In Europe, Skype, founded by the makers of Kazaa, claims 400,000 users.



### Not As Big, But Getting There

But IDATE and other firms claim the potential for VoIP use by SMEs with broadband access is huge. Part of this is due to the growing use of broadband. Yet another part is due to simpler migration issues, such as a smaller PABX (Private Automatic Branch Exchange) base. And the simpler networks of SMEs make VoIP adoption—and crucially, implementation—far less difficult.

Then of course there's the issue of savings. Although reports vary, VoIP and ToIP can save an SME anywhere from 10% to 40% on calling per year. The broad range is due in large part to a company's network topology and net traffic (the more traffic there is, the higher the savings).

SOURCES: IDATE, VONAGE, SKYPE, EMARKETER

# **Are You Paranoid Enough?**

Continued from Page 31

you can see if the employees are using strong passwords or not."

Testing isn't a one-time endeavor, either. Depending on the industry, it needs to be repeated on a regular schedule. "There's really no hard-and-fast rule that I've ever come across saying how often you should have the testing done," explains Armstrong. "A lot of it's going to have to do with what type of business model you have. For example, if you're an ecommerce company, then you're going to want your Web servers tested pretty frequently, like maybe a couple times a year, because everything depends on the revenue being generated from your site. For a company that's more bricks and mortar, it might only be necessary every 18 months."

He also points out that with new regulations such as Sarbanes-Oxley and Gramm-Leach-Bliley, a company may find itself required to perform tests on specific schedules. "There might be some new piece of legislation out there that says you have to get testing done every 12 months, without exception."

### **Ask The Right Questions**

Finding a credible firm to conduct auditing and testing requires that you look at several factors. One important question to ask is whether the company is certified for the networking hardware and applications you own.

"You've got to make sure that the consultant has the skills to navigate your network without interrupting the service in

any way or crashing the server," comments Armstrong.

Cost is another factor to consider. Armstrong believes that this is one expense that

doesn't make sense to skimp on. "You do get what you pay for, so if a consultant becomes so cheap it's too good to be true, then it probably is."

### **Some Auditing Resources**

Information Systems Audit and Control Association www.isaca.org

The Institute of Internal Auditors

www.itaudit.org

Generally Accepted Information Security Principles

www.issa.org/gaisp/gaisp.html

Federal Financial Institution Examinations Council

www.fdic.gov/regulations/examiner/index.html

Health Insurance Reform: Security Standards Final Rule

a257.g.akamaitech.net/7/257/2422/14mar20010800/edocket.access.gpo.gov/2003/03-3877.htm

Source: Burton Group

# Remote Enterprise Mgmt. Virtual Booth 3955 • Virtual Product 1863



# Tool Categories Exchange Servers Server States

Queues Logged On Users Mailboxes Public Folders Computer Tools

Infrastructure Command and Control (IC²) is a remote enterprise management solution that enables IT professionals to securely manage all network elements remotely using a handheld device or a Web browser. With IC²'s unique shortcuts feature, complex IT tasks can be simplified into one-click operations and executed from anywhere.



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## **Enterprise Security Software**

Virtual Booth 3826 • Virtual Product 1621



**ENDFORCE Enterprise** software enables enterprises to ensure users' workstations are compliant with current security policy, before granting network access. The software enforces policy for operating system patch level, best-of-breed personal firewalls and antivirus applications, and is extensible to include other emerging security products.



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# Endpoint Security Solution Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compli-

the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are upto-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.

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### Upcoming IT Events

### - OCTOBER -

Gartner Symposium ITxpo Oct. 17-22, 2004 Walt Disney World Dolphin, Orlando, Fla. www.gartner.com

### Fall 2004 VON Conference & Expo

Oct. 18-21, 2004

Hynes Convention Center,
Boston, Mass.
www.pulver.com/von

IT Expo

Oct. 19-20, 2004 Egan Center, Anchorage, Alaska

www.sourdough.net/events/itbe

### SearchSAP.com Conference

Oct. 20-22, 2004 Sheraton Chicago Hotel, Chicago, III. searchsapconference .techtarget.com

Storage Networking World Oct. 25-28, 2004 JW Marriott Grande Lakes Resort,

Orlando, Fla. www.snwusa.com

### Enterprise Architectures Conference

Oct. 26-28, 2004 Loews Coronado Bay Resort, San Diego, Calif. www.dci.com/brochure/eacsd

### Technology + Leadership + Learning Conference

Oct. 27-29, 2004
Colorado Convention Center,
Denver, Colo.
www.nsba.org/t+l
Visit Processor at Booth #388

### - NOVEMBER -

CAMP IT Expo
Nov. 3, 2004
Donald E. Stephens Convention
Center,
Rosemont, III.
www.campexpo.com

Visit Processor at Booth #1016

# Strategies & Solutions For Information Management

Nov. 3-4, 2004 Crowne Plaza Times Square, New York, N.Y. www.brainstorm-group.com/bsgweb

### Government Technology Conference Southeast 2004

Nov. 3-5, 2004
Georgia International Convention
Center,
Atlanta, Ga.
www.govtech.net

Visit Processor at Booth #414

### SC2004 High Performance Computing, Networking & Storage Conference

Nov. 6-12, 2004 David L. Lawrence Convention Center, Pittsburgh, Pa.

www.sc-conference.org/sc2004

### San Francisco techCongress

Nov. 8-9, 2004
Rickey's Hyatt Hotel,
Palo Alto, Calif.
www.sanfranciscotech
congress.com

31st Annual Computer Security Conference & Exhibition Nov. 8-10, 2004

Marriott Wardman Park,
Washington, D.C.
www.gocsi.com

### Visit Processor at Booth #1604

### Business Process Management Conference

Nov. 9-11, 2004 The Palace Hotel, San Francisco, Calif. www.dci.com/brochure/bpmsf

Government CIO Summit
Nov. 14-16, 2004
Boca Raton Resort,
Boca Raton, Fla.

www.fcw.com/events/cio

# What's Next ?

# New Chipsets Will Raise Low-End PCs



Although PCs have become far more affordable, acquiring large numbers of sys-

tems for work centers or departmental deployment remains a costly proposition, especially when factoring in TCO issues such as maintenance, upgrades, and end-of-life removal (recycling). Businesses often opt for low-end PCs to save money with the upfront purchase but sometimes find that the system cannot adequately perform all of the day-to-day tasks required. The challenge for PC designers is to improve performance while keeping costs low.

Chipsets are an essential part of modern computing, and Intel is releasing a new 910GL chipset intended to boost the performance of low-end systems. The 910GL supports a 533MHz frontside bus and PC3200 (400MHz) DDR

SDRAM. The 910GL also includes high-definition audio for improved sound quality and an updated graphics processor intended for basic computer gaming and rendering. Users with high-end graphics needs can use the PCI Express bus, also supported with the new chipset. It is important to note that Intel's Wireless Connect Technology and integrated RAID are both not supported by the 910GL. Intel expects a few 910GL-based PC models to be available in Q4 of this year, but a broader range of systems using the 910GL should become available in 2005.

### **Memory Looking To The Future**



Memory is a critical element of PCs and other electronic devices. The electronics

industry is constantly pushing for larger and faster memory devices, while keeping costs low. Samsung has recently demonstrated an 8Gb flash memory chip (used in devices such as cell phones and digital cameras), along with a 2Gb DDR DRAM chip (slated for use in PCs). The flash memory device is particularly interesting because it employs a 3D matrix of transistors for storage rather than traditional 2D transistor layouts. This allows for up to 16GB of storage on a single memory card. (Today's flash cards run up to about 4GB.) Both chips are smaller and faster than currently available memory devices and should be available around the end of 2005.

# **Emerging Standard For Web Applications**



Supported by the ubiquitous nature of the Internet, the Web has become a main-

stream vehicle for data handling and exchange. Web applications have evolved far beyond simple form completion and allow business partners and customers to access corporate information, place and track orders, and so on. However, Web applications are notoriously troublesome when it comes to interoperability problems. Getting Web applications to work together properly remains a serious challenge for Web developers. Competing styles and platforms (such as Java vs. .NET) often make it difficult for disparate applications to exchange data easily.

An industry group including Microsoft, Sun, IBM, BEA, and SAP have jointly developed the WS-Addressing specification as a common means for Web applications to intercommunicate. The group has recently submitted its proposal to the World Wide Web Consortium for study and approval. No projected time frame is currently available, and it may take some months for a W3C working group to fully study and publish the final specification. Once approved, the move may signal a new era of Web application compatibility.

# WHAT'S HAPPENING

# Speedy Wireless

# **WWiSE Is Moving Wireless Security Ahead**

by Stephen J. Bigelow

WIRELESS NETWORKING WAS ONCE SEEN as a universal solution for offices and corporations of all sizes, a ubiquitous means of unwiring the cumbersome infrastructure of traditional network installations. Although wireless networking has certainly made notable headway for some user categories, the promise of wireless technology has not yet met the broader expectations of developers and administrators. Wireless communication speeds are still limited, presenting a serious bottleneck when multiple users share wireless access points. Data security also remains a key consideration for any business application.

### **Great Expectations**

The industry is eager to improve both security and bandwidth, two hurdles that are key to wireless market penetration. Recent improvements in wireless standards (such as 802.11g) have made improvements to speed and security, but increased bandwidth and security features are still required for broad IT adoption of wireless technologies. For example, banking and healthcare industries are very sensitive to the protection of client/ patient information. Added bandwidth not only supports additional users but allows for high-bandwidth network applications such as VoIP. The trick, says Jim Zyren, director of marketing at Conexant Systems, part of the WWiSE (World Wide Spectrum Efficiency) consortium, is to establish a balanced, comprehensive set of features that will provide backward compatibility with existing standards.

Zyren notes that the IEEE 802.11i standard (approved this summer) addresses wireless security and includes components of WPA2. This stronger version of WPA supports industrial-strength 128-bit, 192-bit, and 256-bit encryption keys yet is fully backward compatible with current WPA devices.

But the work of WWiSE has squarely centered on wireless speed. Should the IEEE choose to adopt the WWiSE proposals, Zyren sees 802.11n device speeds dwarfing current wireless performance. "802.11n will result in data rates in excess of 500Mbps. A combination of MAC and PHY technologies will be used to reach these levels. MIMO technology will be used at the physical layer in conjunction with MAC enhancements designed to reduce network overhead." By

"WWiSE was formed for the sole purpose of developing a proposal for 802.11n. After the 802.11n standard is complete, WWiSE will disband."

- Jim Zyren, Conexant Systems

comparison, the 802.11g standard supports speeds to 54Mbps. As with 802.11i, compatibility is critical. Zyren says, "802.11n will be completely backward compatible with existing 802.11 equipment."

### **Competition & Cautions**

But the impact of WWiSE on a final version of IEEE 802.11n is by no means certain. WWiSE is formed mainly from computing-centric companies such as Airgo Networks, Bermai, Broadcom, Conexant Systems, STMicroelectronics, and Texas Instruments, and there are numerous technical proposals from other industry groups vying for the attention of IEEE TGn (Task Group N). "We have not really encountered any significant roadblocks yet. We have submitted a complete proposal for consideration by TGn.

There are three other complete proposals at this point. Down selection [elimination] voting should begin in either November [2004] or January [2005]," says Zyren.

For example, one competing proposal from a group called TGn Sync (representing companies such as Intel, Sony, Cisco, and Nokia) employs the same MIMO scheme at the proposal's core. Still, the TGn Sync proposal offers several differences, such as lower power consumption of phones on 802.11n networks, a larger wireless radio spectrum to operate in, and a data rate of 640Mbps (as compared to the WWiSE peak of 540Mbps).

802.11n will take several more years to mature into a final standard. "IEEE 802.11n has been inexistence for about a year now. It will likely take two more years to completely develop the 802.11n standard, but we might see certified products before that time, depending on how the WFA decides to proceed on this matter," notes Zyren. The first 802.11n draft is expected in mid-2005, with a completed standard anticipated for late 2005 or early 2007. In the meantime, Zyren suggests that purchasers be extremely cautious of emerging products released in advance of a final 802.11n standard. "Customers should bear in mind that we are at a very early stage in the standards developing process. At this point, it is not possible to predict what will be included in the final standard." Purchasing products in advance of a final ratified standard may result in interoperability or performance problems.

### **Looking Ahead**

Unlike many technical groups in the IT industry, Zyren says that WWiSE is focused on 802.11n as a single objective. "WWiSE was formed for the sole purpose of developing a proposal for 802.11n. After the 802.11n standard is complete, WWiSE will disband." However, Zyren points out that 802.11n is certainly not the end of wireless development. "The IEEE has a number of activities underway to enhance 802.11 WLAN capabilities. In addition, IEEE 802.15 is developing a standard for ultrawideband communications. IEEE 802.16 and 802.20 are developing standards for metropolitan-area wireless networks."

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Virtual Booth 3944 • Virtual Product 1838

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# Fingerprint Logon Software Virtual Booth 3866 • Virtual Product 1702



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### Secure Authentication Virtual Booth 3833 • Virtual Product 1629



Datakey Axis is a software and Smart Card solution that delivers simplified & secure authentication for a full range of enterprise applications & network resources. It provides a definitive answer for those enterprises that are struggling with password-based authentication environments. Datakey Axis takes the user out of the security loop so organizations regain control of authentication.

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including who, what, when, where, and how they did it

rather than by normal session base. This solution seam-

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### Remote Access Authentication

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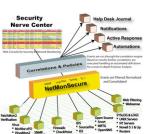


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# **Real-Time Event Correlation**

Virtual Booth 3994 • Virtual Product 1940



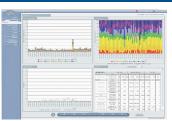
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# Network Activity Analyzer Virtual Booth 4064 • Virtual Product 2019



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- · Real-time alerting and automatic notification
- · Centralized event manager and reporting portal



31 Nagog Park, 3rd Floor Acton, MA 01720 Phone: (978) 266-9933 Fax: (978) 266-0004 WEB SITE: www.eiQnetworks.com EMAIL: info@eiQnetworks.com

# Server Status Monitor

Virtual Booth 3934 • Virtual Product 1821



Prevent downtime and intrusions. ServerVision allows you to keep an eye on your servers and keep

them secure at the same time. Getting started is a breeze with straightforward wizards and both an MMC snap-in and Web-based interface. Powerful server and event log monitoring that's EASY to configure, EASY to run and EASY on your budget.

- Automated responses and alerts
- Event log notification
- · Security risk profile checking
- Detailed analysis reporting
- Performance monitoring 30-day product evaluation

SUNBELT SOFTWARE

Clearwater, FL 33755 Phone: (888) 688-8457 Fax: (727) 562-5199 WFR SITE: www.sunbelt-software.com/pcom1 EMAIL: sales@sunbelt-software.com

101 N. Garden Ave.

# Fraud Screening Solution Virtual Booth 4016 • Virtual Product 1958

When it comes to screening for fraud.... who can you trust?

If your company conducts a high volume of customer transactions and you're looking for ways to minimize fraud and bad debt, Lightbridge is the name you can trust. We've screened hundreds of millions of customer applications since 1989, helping our clients avoid billions of dollars in fraud. Lightbridge fraud screening tools are part of the most comprehensive suite of automated fraud and risk management solutions available. Our automated processes determine the validity and risk profile of each new applicant before they become a customer. Lightbridge and integrated third party products deliver proven results for:

- Database Screening Fraud Scoring
- Validation
  - Verification



30 Corporate Drive Burlington, MA 01803 Fax: (781) 359-4500 WEB SITE: www.lightbridge.com

# Computer Forensics SW Virtual Booth 3880 • Virtual Product 1724



### **Applications**

- Internal Investigations • Incident Responses
- Disk Forensics



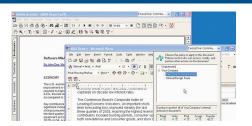
# **Features**

- Examines live systems in your network
- Finds Trojans and rootkits
- that hide in your system
- Generates evidence quality results and creates reports
- Searches for keywords or phrases
- Securely wipes entire disk drive



703 First St Coronado, CA 92118 Phone: (888) 894-5500 Fax: (619) 435-0465 WEB SITE: www.techpathways.com EMAIL: sales@techpathways.co

# Intellectual Property Security Virtual Booth 3868 • Virtual Product 1703



Liquid Machines is the only Enterprise Rights Management software solution that provides unprecedented protection by securing information at the source of any application. Liquid Machines encrypts digital information with persistent access and usage policies that remain with data regardless of where it goes. It allows you to share information inside and outside the enterprise while retaining control.



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# Network Security Software Virtual Booth 3975 • Virtual Product 1906



Enforcer/EI software agents monitor networked computers and send notifications when corporate policy is violated. Enforcer/EI uses revolutionary parallel processing architecture that provides unsurpassed enterprise security management.

- Enforces security policy
- Operational notifications sent 24/7/365
- Assures privacy
- Platform independent
- Small footprint
- Nominal network traffic
- Exception based Minimal administration



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# FINALLY A WAY TO DETECT, ISOLATE, AND ELIMINATE VIRUSES AND WORMS AT THE NETWORK LAYER.



# Introducing the industry's first outbreak prevention appliance -- only from Trend Micro.

Deadly viruses and worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™ -the first and only appliance designed to prevent outbreaks at the network layer. Detect, guarantine, and eliminate threats as they occur. Assisted by our award-winning Enterprise Security experts, you'll quickly contain viruses and worms and maintain productivity. Mission accomplished.

For details or a free white paper, call 1.888.58.TREND or go to www.trendmicro.com/products/nvw







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# Vulnerabiltiy Management Virtual Booth 4017 • Virtual Product 1959

### **SecurityExpressions**

### **Audit and Compliance**

SecurityExpressions enables you to audit and remediate desktops and servers for operating system configuration settings, application configuration settings, unauthorized hardware/software, industry-known vulnerabilities, software patches and other advanced settings, such as system utilization and user account activity. The solution can audit against home grown or customized best practices system security policies such as those published by Microsoft, IBM, SANS, and NIST. SecurityExpressions offers both an agent-based and an agentless approach to system audit and compliance, meeting the needs of any environment.



199 Wells Ave Newton Center, MA 02459 Phone: (888) 664-7174 Fax: (617) 928-5552 WEB SITE: www.pedestal.com

# **Policy Compliance**

Virtual Booth 4075 • Virtual Product 2035



Compliance Management solutions from BindView help organizations satisfy IT security requirements for regulations including Sarbanes-Oxley, HIPAA, GLBA and Basel II. With BindView, customers are in control of their security policies and procedures, with capabilities to help ensure successful IT audits and compliance.



5151 San Felipe, Suite 2500 Houston, TX 77056 **Phone: (713) 561-4000** Fax: (713) 561-4204 WEB SITE: www.bindview.com EMAIL: info@bindview.com

# **Internet Usage Filter**

Virtual Booth 3782 • Virtual Product 1545



This state-of-the-art Internet filter has capabilities to protect you, your organization and your employees. It comes with everything you need to effectively manage, filter and report on your organization's Internet usage and it can be easily installed in almost any network topology. Comprehensive reporting and the industry's largest database help ensure that your Internet resources are being used appropriately.



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# Web Filtering Solution Virtual Booth 3947 • Virtual Product 1853



SurfControl Web Filter provides tools needed to understand and manage Internet usage in a way that best suits your business needs. For maximum protection from the threats of harmful and inappropriate Internet content, SurfControl Web Filter incorporates: quality content understanding, Adaptive Reasoning Technology, flexible deployment options, ease-of-use and comprehensive reporting and analysis.



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# **Endpoint Security**

Virtual Booth 4091 • Virtual Product 2053



Fireball Enterprise is state-of-the-art endpoint security software for desktop & mobile computers. The first & only centrally managed, integrated solution that combines the layered protection of a personal firewall, intrusion detection system, privacy controls, system assessment, Web/ application recording, spyware & an IPSec VPN. Controls all levels of network traffic and communications.



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# LapTrak

Virtual Booth 3686 • Virtual Product 1253



If your computer is missing, we can find it...

LapTrak is a virtually undetectable and silent safeguard software program that enables the LapTrak "IQ Certified" alarm monitoring station to track the location of a laptop or desktop computer 24 hours per day, 365 days per year.



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# Mobile Security Management Virtual Booth 3785 • Virtual Product 1550

# Advanced, Policy-Enforced Client Security Protection

- Next-generation operating system kernel-layer security technology ensuring a much higher level of security than first-generation personal firewalls
- Advanced WLAN control (up to and including complete radio silencing) that allows you to manage every phase of vour wireless deployment
- Highly scalable security policy distribution keeping thousands of enterprise users on both sides of the corporate firewall regularly and securely updated
- · Location-based controls adapting security permissions by network location for users moving across different networks and encountering different risks
- WLAN connectivity under centralized IT management & control in compliance w/corporate security policy guidelines
- Protects mobile endpoints at the network adapter



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# **Portable Storage Control**

Virtual Booth 3805 • Virtual Product 1995



GFI LANguard Portable Storage Control offers you network-wide control of which users can plug in a USB stick; connect a smartphone, MP3 player, handheld; download / upload data to a digital camera; access CDs; access floppies. All user management is done through Active Directory eliminating extra administration. Starting from only \$295 for 25 PCs. Download your eval today: www.gfi.com/psp



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### **Computer Theft Recovery** Virtual Booth 3917 • Virtual Product 1789

### PCPhoneHome/MacPhoneHome Enterprise™

- The only computer tracking and theft recovery software in the world capable of large-scale network deployment to a large number of computers using different operating systems simultaneously.
- Can be installed using a variety of popular "network push" techniques or disk imaging utilities.
- · Installation is completely transparent
- Your organization's contact and ownership information is hardcoded directly within your custom Enterprise
- Once notified of a theft, recovery agents at Brigadoon Software's worldwide monitoring and command center provide full technical, tracking and recovery support to the customer and local police.

# **Brigadoon Softwares**

143 Main St. Phone: (845) 624-0909 

Nanuet, NY 10954 Fax: (845) 624-0990

# Laptop Security Software Virtual Booth 4018 • Virtual Product 1960

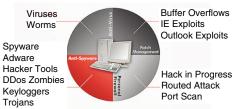


zTRACE GOLD is a stealth tracing and recovery application that remains udetectable & unerasable on your laptop's hard drive. If the laptop is reported stolen, the computer reports its own location the next time it is connected to the Internet! That Information is immediately forwarded to the zTrace Recovery Team, who works in conjunction with local law officials to recover your laptop.



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# Anti-Spyware Solution Virtual Booth 3853 • Virtual Product 1652



### PestPatrol Corporate Edition v5

PestPatrol Corporate Edition, the leading network anti-spyware solution, has been redesigned from the ground up to capitalize on our existing strengths in detection and removal. The new version will use fewer resources while providing substantially faster scanning and greater scalability and manageability.



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Antispam
Virtual Booth 3698 • Virtual Product 1284



### PreciseMail Anti-Spam Gateway "Get Precisely the Email You Want"

- Eliminates spam at the Internet gateway or mail server without filtering critical legitimate email messages • Mulitple antispam filtering technologies are used for high
- accuracy • Web interface for user spam management



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### **Antispam For Exchange** Virtual Booth 3934 • Virtual Product 1822



iHateSpam for Exchange™ installs quickly and easily on Exchange 5.5, 2000, and 2003 servers. Over 4,000 licenses

have been deployed, making it one of the best-selling antispam solutions for Microsoft Exchange.

- · Fast setup "configure it and forget it"
- Over 95% spam detection rate
- Constantly updated spam engine
- Users can manage their own quarantine
- · Customizable treatment of spam
- 30-day product evaluation



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# Antispam Application Virtual Booth 3989 • Virtual Product 1924

**Email Filtering Service Blocks Spam and Viruses** —BEFORE They Reach Your Network

- No hardware or software to buy
- End-users manage their own quarantined messages
- Priority antivirus updates from McAfee
- · Easy to add exception rules for designated sender/domain
- Low per user per month charge (as little as \$3/user)

Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions. Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting

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postini 🗹

Antispam
Virtual Booth 4046 • Virtual Product 1988

Tumbleweed MailGate™ is a secure, hardened Linux-based appliance, designed to remove spam and viruses from the email systems of small, medium, and large enterprises. MailGate is the only antispam appliance on the market with true artificial intelligence, which is why InfoWorld magazine rated it #1 against all competitors.

### What Makes MailGate The Smartest Antispam Choice?

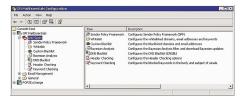
- Install and configure in less than 30 minutes
- Proactive and reactive approaches capture 98% of spam with extremely low false positives
- McAfee or Kaspersky antivirus stops viruses at the network edge
- Lowest total cost of ownership for real savings
- Tumbleweed is the trusted leader in email security, with over 10 years of innovation and over 1100 customers.



700 Saginaw Drive Redwood City, CA 94063 Phone: (800) 696-1978 Fax: (650) 216-2001 WEB SITE: www.tumbleweed.com EMAIL: info@tumbleweed.com

# **Server-Based Antispam**

Virtual Booth 3805 • Virtual Product 1591



### **GFI MailEssentials for Exchange/SMTP**

- Spam protection at server level
- Bayesian filtering achieves 98%+ spam detection
- Minimal false positives via automatic whitelist
- Sort spam to users' junk mail folders
- · Adds disclaimers, reporting, archiving, monitoring & more
- Cost-effective: \$495 for 50 mailboxes: unlimited: \$1,250

Virtual Booth 3901 • Virtual Product 1771

AppRadar for Microsoft SQL Server is a host-based,

prises to thwart database-level attacks and malicious

behavior. AppRadar provides database-specific, active

now makes it possible to monitor and defend the data

focused on detecting and preventing complex attacks

been executed, when, by whom, and where in the data

base. Providing an audit trail and "real-time" alerting of

all database activity without any impact on performance.

APPLICATION

SECURITY, INC.

Provides administrators full awareness of what has

stored within your Microsoft SQL Server database.

Detects real attacks and misuse on the database

protection, monitoring, and auditing. As a complementary

real-time database intrusion protection system, AppRadar

database intrusion protection system empowering enter-



from valid users.

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# Email Management Solution Virtual Booth 3918 • Virtual Product 1790



Sophos PureMessage for Windows/Exchange is a comprehensive, flexible email management solution.

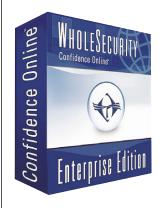
- Policies combine antispam, antivirus and policy enforcement to quard against attacks such as multi-faceted spam, virus, DHA and DoS.
- · Checks all email traffic passing through your email server, providing an extra layer of protection against worms and viruses

**SOPHOS** 

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# **Zero-Hour Threat Detection**

Virtual Booth 3742 • Virtual Product 1449



### Worried about worms, Trojan horses and

eavesdropping threats? WholeSecurity's solutions deliver zero-hour protection against these types of malicious programs. With behavioral detection technology, Confidence Online™ automatically eliminates both known and unknown threats on PCs without requiring users to update signatures. Call to learn more about our on-demand and always-on deployment options!



5001 Plaza on the Lake, Suite 301 Austin, TX 78746 **Phone: (512) 874-7400** Fax: (512) 874-7401 WEB SITE: www.wholesecurity.com EMAIL: sales@wholesecurity.com

# Microsoft SQL Audit/IPS **Vulnerability Scanner**

Virtual Booth 3724 • Virtual Product 1430

Do you know what happens between the last time a vulnerability scan is completed and the next time a scan is completed? New hosts, new ports, new services and new vulnerabilities can arrive on your networks faster than you may be allowed to scan for them. The NeVO passive vulnerability scanner can find out what is happening on your network without actively scanning it. NeVO is deployed as a network sniffer and dynamically builds a model of the active hosts, services and their vulnerabilities. In a switching environment, the use of spanned ports, mirrored ports or network taps is required. **NeVO** is available for both Unix and Windows platforms.





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# Vulnerability Management Virtual Booth 3822 • Virtual Product 1618

Intrusec Exposé - Change Management Software You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.

- Proactive, near real-time change detection When something changes, Exposé notifies you immediately, based on the rules you determine.
- Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
- When a change is detected, Exposé works with your existing vulnerability scanners to tell you what vulnerabilities were created by the change.



75 Fifth Street NW, Ste. 207 Atlanta, GA 30308 Phone: (404) 526-6138 Fax: (404) 526-6132 WEB SITE: www.intrusec.com EMAIL: info@intrusec.com

# **Exposure Risk Mgmt.** Virtual Booth 3875 • Virtual Product 1719



Skybox™ View creates a virtual model of your environment and then, by leveraging your scanned information, runs attack simulations distilling 10.000's of vulnerabilities down to the <2% that are critical because they are truly "exposed." Skybox™ View reduces the window of exposure from months to hours and communicates risk in layman terms to executives.

New York, NY 10018

Fax: (212) 947-8788

EMAIL: sales@appsecinc.com



2370 Watson Ct, Ste. 110 Palo Alto, CA 94303 Phone: (650) 565-8060 Fax: (650) 565-8068 WEB SITE: www.skyboxsecurity.com EMAIL: sales@skyboxsecurity.com

# Vulnerability Remediation Virtual Booth 3891 • Virtual Product 1755



Backdoors, unsecured accounts, misconfigurations, software defects and unnecessary services. Now you can fix vulnerabilities with Hercules, an automated vulnerability remediation solution created by Citadel Security Software. Hercules provides flexible, end-to-end capabilities to fix all five classes of vulnerabilities. For the first time you can proactively reduce security risks in hours, not months.



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# USB Software Security Virtual Booth 3972 • Virtual Product 1889





Windows, Mac and Linux Operating Systems.



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Your business depends on fast, secure and reliable access to information. It also depends on minimizing your capital and operational costs. These two potentially conflicting needs presented businesses with a stiff challenge - Until now.

Stabilize your storage management process and maximize efficiency for

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from a business view to help you achieve dramatic reductions in capital and administrative costs - The CreekPath Suite.

Transform your storage investment into a business asset, and take confidence in

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192 ports in 4 RU

48 ports In 4 RU

Angled Patch Panel **Eliminates Need for Horizontal Cable Managers** 

> High-Density Patch Panel 48 Ports in One Rack Space





PANDUIT Angled Patch Panels manage high-density network applications in up to one-fourth the area of conventional cable management systems. Angled Patch Panels facilitate proper bend radius of each cable as it is routed directly into a vertical cable manager, eliminating the need for horizontal cable managers. *PANDUIT* offers angled solutions for all high-density installations:

- Mini-Com® High Density Angled Modular Patch Panels increase the density by featuring 48 ports in one rack space or 72 ports in two
- $\textit{DP6}^{=}$  <code>PLUS</code> and  $\textit{DP5e}^{=}$  <code>Angled Patch Panels</code> feature punchdown style termination on the back of each panel for <code>Category 6</code> and <code>5e</code> performan
- Mini-Com® Angled Flush Mount Modular Patch Panels include rear mount faceplates, allowing the modules to be flush with the front of the patch panels
- MINI-COM® ULTIMATE ID™ Angled Modular Patch Panels provide specific applications

MINI-COM® Patch Panels accept all MINI-COM® Modules for copper, fiber and coax to facilitate future upgrades. PANDUIT offers a range of cable management products with integral bend radius control that, when used with angled patch panels, eliminate the need for horizontal cable managers. In combination, these products provide the user with the ultimate high-density



For more information, reference ad # customURL

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- Outlets
- = Raceway Systems
- Fiber Routing Systems
- Physical Layer Management Systems
- Zone Cabling Systems
- Network Cable Ties and Accessories
- Network Grounding Systems





# **Active Directory Mgmt.**

Virtual Booth 3960 • Virtual Product 1875





Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.

- Simplified Group Policy Planning, Management & Backup
- Consistent permission assignment with Active Templates
- Repairable & Revocable role-based delegation of control



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# Display-Only File Server Virtual Booth 3847 • Virtual Product 1639

A revolutionary secure file server technology that protects enterprises from information theft by insiders

- Bits of a confidential file never leave a DOFS server after the file is checked in.
- Screen dump on a user machine is disallowed whenever the user is interacting with a confidential file. • Any crucial file access operations on a DOFS server like

checking in/out, printing, emailing, etc. are fully logged,

- monitored and controlled. · Accesses to exported confidential files, essential in a mobile working environment, are protected by a tamper-resistant file access control mechanism.
- Clipboard operation such as cut & paste is unidirectional so that no information leakage from a DOFS server to a DOFS client is possible, but the other direction is allowed.



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# **Document Security Software**

Virtual Booth 3727 • Virtual Product 1428

Authentica's document security solutions provide total control over your enterprise's sensitive documents, spreadsheets and presentations, both during and after delivery to recipients.

Our document security solutions are ideal for any large enterprise that needs to securely share valuable intellectual property internally or with outside business partners.

# Authentica's solutions let you:

- Securely distribute information anywhere
- Dynamically change access and usage permissions at any time, even after recipients have accessed files
- · Continuously monitor information activity



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# **Web Services Security** Virtual Booth 3944 • Virtual Product 1837

Entrust



The Entrust Secure Transaction Platform delivers security capabilities including standards-based authentication & authorization for Web services applications. Addressing identity and access management needs beyond the Web portal, Entrust helps you leverage your existing investment in Web applications to include Web services, delivering a central point of policy definition and enforcement.



1000 Innovation Drive Ottawa, ON K2K 3E7 Canada Phone: (888) 690-2424 Fax: (613) 270-2501 WEB SITE: www.entrust.com/stp/pro EMAIL: entrust@entrust.com

# **Enterprise Backup Solution** Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VER-ITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.



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# **Backup & Recovery Solution** Virtual Booth 3984 • Virtual Product 1911

**Harbor NSM Product Suite** 

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.

- Manageable
- Flexible

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Fax: (301) 486-4602 EMAIL: kelly.gunn@betasystems.com

# **Data Protection Software**

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BackAgain™ Data Protection Software. Tens of thousands of satisfied customers worldwide since 1994.

- Standout ease-of-use, highly competitive feature set, broad backup device
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- Back up to any media at no additional cost
- "Bare-metal restore" for disaster recovery
- Unmatched value



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# **Backup & Recovery Mgmt.**

Virtual Booth 3991 • Virtual Product 1926

### **Not Just Another Backup Utility!**

VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86). Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.



940 W. Valley Rd., Ste. 1604 Wayne, PA 19087 **Phone: (610) 971-9946** Fax: (610) 964-9072 WEB SITE: www.21stcenturysoftware.com EMAIL: sales@21stcenturysoftware.com

# Backup Software Virtual Booth 4062 • Virtual Product 2014



Dantz® Retrospect® Multi Server v6.5 delivers proven technology, complete protection, easy administration, and fast backups with 100% accurate restores for networked file servers, business critical application servers. desktops and notebooks. It provides the utmost in safety and security by protecting against loss due to viruses, newly installed software, user error, damaged hardware, hardware upgrades, hackers & lost or stolen computers.



3003 Oak Road, 3rd Floor Walnut Creek, CA 94597 Phone: (925) 948-9000 Fax: (925) 948-9099 WEB SITE: www.dantz.com EMAIL: sales@dantz.com

# **Unix/Linux Tape Management**

Virtual Booth 3862 • Virtual Product 1679

### Backup, Recovery & Media Management For Open Systems

LXI TMS/ix brings true tape management to Unix and Linux servers. Capable of performing standard day-to-day backups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

- Read and write standard label and non-label tapes
- Track and protect every tape used
- · Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- · Implement regulatory compliant offsite vault management program
- Monitor all backup activity from a single console



1925 W. John Carpenter Frwy. Irving, TX 75063 Phone: (800) 226-6526 Fax: (214) 260-9019 WEB SITE: www.LXlcorp.com EMAIL: sales@LXIcorp.com

# **Continuous Data Protection**

Virtual Booth 3587 • Virtual Product 1358



### Storactive LiveServ™ for Exchange Server

LiveServ software delivers continuous data protection for Microsoft Exchange servers, ensuring rapid, zero-loss recovery of individual messages, mailboxes and entire data stores.

- Eliminate backup and recovery windows
- · Recover data up to the point of failure
- Rapidly restore messages while Exchange is live
- FREE TRIAL



4551 Glencoe Ave., Ste. 150 Marina del Rey, CA 90292 Phone: (888) 352-9140 Fax: (301) 604-0773 WEB SITE: www.storactive.com EMAIL: sales@storactive.cor

# **Content Archiving Software**

Virtual Booth 3929 • Virtual Product 1814



Enterprise Vault® offers a total archiving platform for Microsoft Exchange, SharePoint Portal Server, IM and file server environments. Enterprise Vault®

allows you to streamline and reduce the ongoing cost of information storage for the enterprise and simultaneously keep it instantly accessible for users and the organization.

Enterprise Vault not only optimizes front line systems but helps you support your mission to develop processes for good corporate governance.

Visit www.kvsinc.com/corpgov and receive the free report, Corporate Governance - the Impact on your IT Staff!



600 Six Flags Drive, Suite 650 Arlington, TX 76011 **Phone: (877) 358-2858** Fax: (817) 635-1800 WEB SITE: www.kvsinc.com EMAIL: info@kvsinc.com

# **Backup & Disaster Recovery**

Virtual Booth 3587 • Virtual Product 1359



### Storactive LiveBackup® for Enterprise PCs

LiveBackup software for desktop, remote & mobile PCs protects distributed data automatically as it is saved and ensures rapid file, system & disaster recovery.

Automates PC backup in real time

Recovers from disasters,

- errors & viruses
- Minimizes downtime
- Offers easy, self-serve data recovery
- **FREE TRIAL**



4551 Glencoe Ave., Ste. 150 Marina del Rey, CA 90292 Phone: (888) 352-9140 Fax: (301) 604-0773 WEB SITE: www.storactive.com

# **Real-Time Data Replication**

Virtual Booth 3080 • Virtual Product 513

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network.

As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for



Phone: (952) 933-2331

Fax: (952) 933-2551 EMAIL:sales@constantdata.com

# Data Backup & Recovery

Virtual Booth 3974 • Virtual Product 1892

EVault Online Data Backup & Recovery Software and Services protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Centralize and automate your backup and recovery
- Enjoy reliable and encrypted data transfer to an off-site
- storage vault, with 100% data confidentiality guaranteed • Reliable and immediate restoration of lost or deleted files
- · Lower data backup costs by leveraging existing infrastructure
- · Automate for regulatory compliance, removing dependence on human management



1600 S Main St Walnut Creek, CA 94596 Fax: (925) 944-9909 WEB SITE: www.evault.com

# Peer to Peer Backup System Virtual Booth 4024 • Virtual Product 1963

312's flagship product LeanOnMe provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, LeanOnMe allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

### LeanOnMe features:

- Installation & setup wizard
- · Protects files or folders
- Easy scheduler for continuous, effortless backup
- Simultaneous backups to multiple off-site peers • Peers cannot see, modify or infect your data
- · Securely encrypts and compresses the data
- No monthly web storage fees!



3251 Progress Dr. Orlando, FL 32826 Phone: (407) 210-2412 Fax: (407) 207-7348 WEB SITE: www.312inc.com EMAIL: sales@312inc.com

# **Data Warehouse Platform**

Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency,

as well as the lowest total cost of ownership. Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the columnbased structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.



One Sybase Way Dublin, CA 94568 Phone: (925) 236-5000 Fax: (925) 236-4321 WEB SITE: www.sybase.com EMAIL: sales@sybase.com

# **Web-Based Media Service**

Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN Web-based media tracking system

# **Track Media**

- For Mainframe and Open Systems • To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type
- Media in Tape Library
- Media at the Offsite Vault
- **Web-Based Advantages** Access information from anywhere anytime

Inventory

- No corrupt database issues
- Backups done at the server level



30 Corporate Dr Holtsville, NY 11742 Phone: (631) 207-4400 Fax: (631) 207-4407 WEB SITE: www.americaneaglesys.com EMAIL: info@aeseast.com

# SAN & NAS Management Virtual Booth 3697 • Virtual Product 1286



IPStor provides an open software infrastructure platform for storage networking, allowing for the consolidation of heteroge-

neous storage environments along with the seamless creation & provisioning of both SAN (block level) & NAS resources (for general-purpose file sharing) from the same storage pool.

- Any-to-any connectivity: Fibre Channel, IP, iSCSI, SCSI, CIFS, NFS, etc.
- · Centralized management of entire storage network and storage services from a single easy-to-use, go-anywhere
- Dvnamic expansion of storage volumes
- Lightning-fast zero-impact backup and immediate recovery
- End-to-end security



2130 North Glassell Street Orange, CA 92865 Phone: (866) 651-6036 Ext. 21 Fax: (714) 998-6366 WEB SITE: www.caeneng.com EMAIL: dennis@caeneng.com

# Storage Resource Mgmt. Virtual Booth 3747 • Virtual Product 1483



CreekPath Systems is changing the way people view their storage operations and processes. There is no other vendor in the industry that integrates workflow, policy and automation into the storage supply chain so that users can employ their total infrastructure as a business enabler.



7420 E. Dry Creek Parkway Longmont, CO 80503 **Phone: (303) 845-1188** Fax: (303) 845-1002 WEB SITE: www.creekpathsystems.com

# Fiber-Optic Modem/Isolator Virtual Booth 3986 • Virtual Product 1915

NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

- Full support of Windows 2003
- Full HIPAA compliance
- Increased Security
- Installs without a reboot
- Network Appliance Functionality



427 Amherst St. Unit 381 Nashua, NH 03063 Phone: (603) 622-4400 Fax: (603) 263-2375 WEB SITE: www.ntpsoftware.com

# **Storage Consolidation**



SANsymphony™ software is an enterprise-class open storage networking platform that maximizes the value from IT assets. It pools disk space and automatically allocates just enough capacity, just in time. This doubles disk utilization, delivers a tenfold increase in managed capacity per administrator, eliminates storage-related downtime, and enables affordable business continuance.



6300 NW 5th Way Ft. Lauderdale, FL 33309 Fax: (954) 938-7953 WEB SITE: www.datacore.com EMAIL: salesops@datacore.com

# Storage Resource Mgmt. Virtual Booth 3996 • Virtual Product 1942

nStor has built its NexStor platforms on a common management tool, providing you with the ability to easily manage your information assets. StorView management software allows you to leverage your storage resources to enhance the performance of your business applications, while simplifying and reducing the cost of managing storage environments.

- Easy to use, centralized management
- Flexibile and customizable
- Intuitive administration
- Auto detection minimizes setup
- Alert notification via SNMP or email
- Continuous uptime
- Remote management
- · Advanced features: Virtualized LUN, Environment Capture, Statistical Reporting



6190 Corte Del Cedro Carlsbad, CA 92009 Phone: (760) 683-2500 Fax: (760) 683-2599 WEB SITE: www.nstor.com

# **Storage Expansion**

SANmelody™ software converts PC servers into costeffective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.



6300 NW 5th Way Ft. Lauderdale, FL 33309 Fax: (954) 938-7953 WEB SITE: www.datacore.com

# Data Storage Management Virtual Booth 4041 • Virtual Product 1984

CaminoSoft's Managed Server HSM(tm) software provides a straightforward, cost-effective solution for managing the complexities of data storage. Combine the software with your Windows 200X and NetWare production servers and a host of off-the-shelf storage devices, including SAN, ATA/RAID, NAS, optical, and tape subsystems. The result is a finely tuned data storage resource supporting virtually infinite growth and availability.

- · Installs easily and quickly with no required production server downtime
- Aggregates multiple storage resources into a virtual central storage pool
- Provides seamless access to files---user directories remain unchanged
- · Dramatically reduces the amount of time needed for backup/recovery



600 Hampshire Rd, Ste 105 Westlake Village, CA 91361 Phone: (805) 370-3100 Fax: (805) 370-3200 WEB SITE: www.caminosoft.com

# **SCSI Diagnostics**

Virtual Booth 3820 • Virtual Product 1614



The SCSItoolbox is the industry's most advanced and widely used testing and diagnostic tool. In use worldwide since 1992, the SCSItoolbox encompasses every tool that you need to test, troubleshoot, configure, and diagnose any single-ended; differential, SCSI 1, 2, 3, wide or narrow devices; Ultra II, Ultra3; FC; iSCSI; SATA; ATAPI; or SAS device.



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Littleton, CO 80162 Fax: (480) 802-1217 EMAIL:sales@scsitoolbox.com

# I/O Acceleration Software

Virtual Booth 3729 • Virtual Product 1435

Precision I/O will open up the server-to-network bottleneck for the first time with a software solution using the standard IP/Ethernet infrastructure already present in virtually every data center. Precision I/O's technology is inserted between an application and a network interface to relieve operating systems of I/O chores, letting the server focus on more important tasks associated with application processing.

- 100% Ethernet-based so there are no new standards, no new protocols, no new networking fabric.
- · Boost transaction throughput two to seven times.
- Results in one-third of the latency of existing Ethernet deployments.
- Eliminating the bottleneck with the short transactions. typically found in server-to-server, database, and cluster.



3400 Hillview Ave. Palo Alto, CA 94304 Phone: (650) 739-1700 Fax: (650) 739-0838 WEB SITE: www.precisionio.com

# **iSCSI Target Software**Virtual Booth 3905 • Virtual Product 1777

WINTARGET

WinTarget is a powerful iSCSI target software solution designed specifically for the Windows 2000/XP/2003 platform that enables IT departments to benefit from cost-effective

network storage solutions. Leveraging the iSCSI protocol, WinTarget enhances Windows sharing of disk systems over an Ethernet network. WinTarget seamlessly integrates into the operating system enabling customers to leverage their investment in Windows by providing networkwide secure storage provisioning and high availability. Storage capacity is no longer trapped behind a single server or unavailable if a single server fails. Typical applications of WinTarget include sharing locally attached free disk resources among servers, extending high-performance fault-tolerant disk devices across the network, consolidating storage, or creating cost-effective cluster environments.



19634 Club House Rd., Ste. 320 Montgomery Village, MD 20886 Phone: (301) 977-7800 Fax: (240) 597-8783 WEB SITE: www.stringbeansoftware.com EMAIL: info@stringbeansoftware.com

# **Application Virtualization** Virtual Booth 4032 • Virtual Product 1972

Softricity® helps enterprises simplify and accelerate their

entire software management and deployments with SoftGrid® - the industry's first application virtualization infrastructure solution - reliably and cost-effectively for past, present and future applications. SoftGrid transforms Windows applications from products that must be installed locally into virtual services that are centrally configured, managed, and deployed on-demand to Windows desktops, laptops and Terminal Services/Citrix MetaFrame Presentation servers preventing application conflicts, eliminating regression testing and increasing change management responsiveness. By streamlining deployment, upgrades, patches and termi-

nations, SoftGrid saves companies tremendous time and

money, increases quality of service and provides the flexi-

bility needed for today's dynamic business environment.



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# Enterprise Mgmt. Software Virtual Booth 3793 • Virtual Product 1559



Enterprise Configuration Manager captures tens of thousands of configuration variables on every server and workstation in your organization. See

the results immediately in the ECM Portal or as output in one of the hundreds of prepackaged reports. Tame rogue system configurations, enforce standards, minimize downtime, and forge a strong, seamless network environment.

- Central database
- · Enterprise view Auto discovery
- Central WMI data collection w/out recompiling the MOF
- Ability to monitor mission-critical services
- Run remote commands
- Schedule collections by time interval on demand
- Agent is DCOM based, not service based



4390 Arrowswest Drive Colorado Springs, CO 80907 Phone: (719) 447-4600 Fax: (719) 447-4601 WEB SITE: www.configuresoft.com EMAIL: sales@configuresoft.com

# Tripwire For Servers Virtual Booth 4066 • Virtual Product 2023



Tripwire® for Servers monitors critical server system files across the enterprise, providing immediate notification of changes that occur, while Tripwire Manager provides convenient, centralized management of Tripwire for Servers installations. With Tripwire software, evaluate changes and minimize impact to prevent downtime, maintain security, and stop implementation of unauthorized changes.



326 SW Broadway Portland, OR 97205 Phone: (800) 874-7947 Fax: (503) 223-0182 WEB SITE: www.tripwire.com EMAIL: sales@tripwire.com

# **Tripwire for Network Devices**

Virtual Booth 4066 • Virtual Product 2024



Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.



326 SW Broadway Portland, OR 97205 Phone: (800) 874-7947 Fax: (503) 223-0182 WEB SITE: www.tripwire.com

# Clustering Solutions Virtual Booth 3920 • Virtual Product 1792

VERITAS Cluster Server, the industry's leading open systems clustering solution, is ideal for reducing planned and unplanned downtime, facilitating server consolidation, and effectively managing a wide range of applications in heterogeneous environments. With support for up to 32 node clusters in SAN, VERITAS Cluster Server features the power and flexibility to protect everything from a single critical database instance, to the largest, globally dispersed, multi-application clusters. Increasing automation, providing features to test production disaster recovery plans without disruption, and offering intelligent workload management allow cluster administrators to maximize resources by moving beyond reactive recovery to proactive management of application availability.



350 Ellis Street Mountain View, CA 94043 Phone: (800) 327-2232 Fax: (650) 527-2908 WEB SITE: www.veritas.com

# Media Management System Virtual Booth 3998 • Virtual Product 1943





Vertices® Media Management System is the comprehensive, scalable disaster recovery tool that will help you meet even the most stringent business continuity guidelines. Vertices lets you easily store, track, move and protect all the media your company generates. And since Vertices integrates seamlessly with your backup system, the tracking / logging of your backup media will be done automatically.



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# Patch Management Service Virtual Booth 3819 • Virtual Product 1754

- With Patch Automation™, IT staffs will be receiving and applying patches that are directly received from Microsoft, with no intermediate handling. This minimizes the risk of inadvertent tampering with a patch.
- Small organizations to Fortune 500 giants can easily apply Patch Automation. The ability of Mobile Automation software to run on any Microsoft OS (9x thru XP), and work in conjunction with any ODBC-compliant database product, make it an easy fit with any size organization.
- Patch Automation™ can be used in conjunction with any systems management platform that's already in place, including Microsoft SMS™, IBM Tivoli™ and CA Unicenter™ and is upward compatible with Mobile Automation's award-winning Mobile Lifecycle Management Suite.



310 N. Westlake Blvd. Ste. 200 Phone: (310) 914-9603 WEB SITE: www.mobileautomation.com Thousand Oaks, CA 91362 Fax: (310) 914-9703

# Security Update Manager Virtual Booth 3793 • Virtual Product 1560



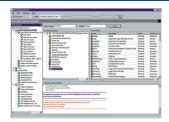
- Enterprise assessment in minutes
- Push and pull deployment
- Deployment control
- Security and role-based access
- · Integration with Microsoft Security Web site



Colorado Springs, CO 80907 Phone: (719) 447-4600 Fax: (719) 447-4601 WEB SITE: www.configuresoft.com EMAIL: sales@configuresoft.com

# Patch Management

Virtual Booth 3805 • Virtual Product 1600



GFI LANguard Network Security Scanner offers:

- · Network scanning for missing patches and service packs
- · Network-wide service pack deployment
- · Deployment of MS Office patches network-wide
- Deployment of MS application patches including servers
- Deployment of OS patches (or use with SUS) In-depth network and workstation information



15300 Weston Parkway, Suite 104 Cary, NC 27513 Phone: (888) 243-4329 Fax: (919) 388-5621 WEB SITE: www.gfi.com EMAIL: sales@gfi.com

# Application Monitoring

Virtual Booth 3990 • Virtual Product 1925



ipMonitor is a secure, real-time network monitoring solution that will proactively Monitor, Alert and Recover your critical applications, servers and infrastructure equipment. Feature rich and affordable - ipMonitor's proven agentless architecture and comprehensive feature set delivers unparalleled reliability, ease-of-use and low cost of ownership.



15 Gamelin Blvd. Suite 500 Phone: (819) 772-4772 WEB SITE: www.ipmonitor.com

Gatineau, QC, Canada J8Y 1V4 Fax: (819) 772-1625 EMAIL:sales@ipmonitor.com

### **Application Performance** Virtual Booth 3920 • Virtual Product 1793

VERITAS i<sup>3™</sup> is an integrated software solution that provides a methodology for rapidly improving application performance. Correlates the application flow across the multitiered IT infrastructure by continuously monitoring all technologies that contribute to response time.

Identify the problem with VERITAS Insight™-collects detailed performance metrics from underlying technologies contributing to response time to provide deep visibility into complex performance bottleneck issues.

Notify the user with VERITAS Inform™-delivers key performance information collected by Insight & Indepth in the form of historical reports and exception to service alerts.

Correct the problem with VERITAS Indepth™-measures the real end user response time of multi-tiered applications. Provides specific performance metrics for SAP, Oracle, PeopleSoft, Siebel, and J2EE and MS-SQL applications.



350 Ellis Street Mountain View, CA 94043 Phone: (800) 327-2232 Fax: (650) 527-8000 WEB SITE: www.veritas.com

# **End-To-End Performance**

Virtual Booth 4043 • Virtual Product 1985



NetQoS' SuperAgent is the most complete application performance solution available today, from reports to measure SLA compliance for the CIO to detailed problem solving analysis for network engineers. SuperAgent monitors and analyzes end-to-end performance based on real user traffic, measuring all transactions from all users. No synthetic transactions, no agents on desktops or servers.



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# Application Monitoring Virtual Booth 4077 • Virtual Product 2038



Audit Suite provides a powerful and innovative framework for monitoring distributed applications by collecting performance and security metrics from Application-Universe™ entities such as

custom instrumented applications, databases, web servers, operating systems and networks.

- Non-intrusive, non-invasive, 24x7 monitoring
- Seamless access to real-time & historical data
- Benchmark performance and usage patterns Service level alerts and alarms on all metrics
- Comprehensive database and application support,
- Sybase, Oracle, MySQL, HTTP, LDAP and more Automated, zero maintenance, installs in minutes
- · Data analysis, correlation and custom reporting



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# Performance Monitoring Virtual Booth 3925 • Virtual Product 1806



infrastructure availability from a single view • Drill down to individual

Monitor your entire server

geographic regions or functional groups Monitor your system from

anywhere Monitor and track IT

service health Quick root cause analysis

 Virtual resource trend analysis · Powerful 3D Charts and

reports Free trial download



290 Lancelot LN Ortonville, MI 48328 Phone: (888) 786-4393 Fax: (248) 475-5757 WEB SITE: www.uptimesw.com EMAIL: sales@uptimesw.com

# Network & System Mgmt. Virtual Booth 4010 • Virtual Product 1954



ProIT is an easy-to-use, rapidly deployed software solution. ProIT enables IT administrators and engineers to work together to monitor and manage all system resources from a single place, eliminating the need for multiple, expensiveto-maintain software tools, while providing a total enterprise view for detection, diagnostics and problem resolution. Download a FREE TRIAL today at www.performanceit.com.

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Atlanta GA 30350 Fax: (678) 323-1315

# Air Flow Design Software Virtual Booth 4058 • Virtual Product 2006



TileFlow is a software package for modeling airflow distribution in raised-floor data centers. It enables you to evaluate different layouts, consider the effects of reconfiguration of air-handling units and perforated tiles, explore the effect of under-floor blockages, and predict failure scenarios. TileFlow eliminates the expensive and tedious trial-and-error process to achieve the desired distribution of cooling air.



Innovative Research, Inc.

A Computational Fluid Dynamics Company

3025 Harbor lane N Ste 300 Phone: (763) 519-0105 Fax: (763) 519-0239 WEB SITE: www.inres.com

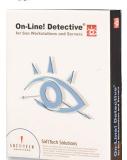
Plymouth, MN 55447

# Sun System Support Virtual Booth 3730 • Virtual Product 1436

• Maximize System uptime

training





base has detailed information on all Sun hardware and Solaris®

This extensive knowledge

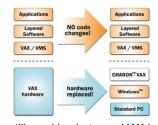
 Lower support costs • Empower Admins & Techs • Reduce the need for onsite

Advanced troubleshooting, repair flow charts & advanced diagnostics are just the start...

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# **VAX Replacement Systems**

Virtual Booth 2776 • Virtual Product 447



Are your apps still cranking but your VAX is cracking? Run your VAX application unmodified on modern hardware. CHARON-VAX is a proven technology from SRI which simulates all models of VAX on modern hardware while preserving your investment in applications, staff, even old QBUS peripherals. Scales economically to the fastest VAX and supports VMS clustering.



Europe: 41-22-794-1070 Phone: (919) 929-3599 Fax: (919) 968-0469 WEB SITE: www.softresint.com WEB SITE: www.charon-vax.com EMAIL: lynda.jones@softresint.com

# PC Remote Support Software Virtual Booth 3784 • Virtual Product 1548

\$189 Retail Price



Now controlling your PC or assisting users is as close as your key chain. New NetOp Remote Control v7.65 lets you remotely access and support all your Windows, Linux, Mac OS X, and CE devices from a desktop, Pocket PC, Internetconnected PC or now from a USB Thumb Drive. Standardize on award-winning NetOp Remote Control for faster, more secure remote control and support.



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# **PC Remote Control**

Virtual Booth 3800 • Virtual Product 1579



### PC Remote Control and **Desktop Management** System Automation -

- automate regular tasks such as file uploads and downloads Help Desk - use the
- remote control to provide instant and cost-effective support
- Mobile Computing use the remote communication modules to enable staff to work from home or the road



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Alpharetta, GA 30005 Fax: (770) 205-4462

# WHAT'S IN THE BOX?

### Everything.

Black Box is your one source for data and voice products and services—and we back them up with the industry's best Tech Support. We specialize in design, installation, and maintenance of wired, wireless, and hybrid networks worldwide.

Find more than 90,000 connectivity solutions in the BLACK BOX® Catalog and on blackbox.com. When you need help deciding what's best for your network, our FREE 24/7/365 hotline Tech Support answers your call in 20 seconds or less, even at 2:00 A.M.

As the world's largest infrastructure provider, Black Box designs and installs data and voice systems—and performs MAC work and ongoing maintenance to keep networks connected.

Everything's in the Box.







Operating in 132 countries around the world, we're your one source for data and voice products and services—backed by the industry's best Tech Support. We design, install, and maintain wired, wireless, and hybrid networks.

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# **Remote Control Software**

Virtual Booth 3878 • Virtual Product 1721



NetworkStreaming enables you to support your end users through remote control, on-demand through any firewall! In no time, NetworkStreaming installs, connects, and brings your end user's problems to your desktop from anywhere. Some key features include: unassisted reboot/auto-reconnect, simultaneous multi-system control, file transfer & realtime chat. Firewall & NAT compatible. Call for a demo!



442 Highland Colony Parkway Ridgeland, MS 39157 Phone: (866) 977-8862 Fax: (601) 898-1310 WEB SITE: www.networkstreaming.com EMAIL: info@networkstreaming.com

# **Data Center Automation**

Virtual Booth 4028 • Virtual Product 1967

BladeLogic Operations Manager™ is a suite of enterprise-class data center automation solutions that enables organizations of any size to provision, configure, and manage large-scale distributed server environments more effeciently. Using BladeLogic Operations Manager, Global 2000 and other leading companies such as Chicago Mercantile Exchange, HSBC, priceline.com, SunGuard, Time Warner Cable, and Wal-Mart.com have been able to:

- Cut 40% off operating costs
- Increase service responsiveness by 300%
- Drastically reduce security vulnerabilities
- Implement service-oriented computing



400 Fifth Ave Waltham, MA 02451 Phone: (781) 907-6500 Fax: (781) 290-5339 WEB SITE: www.bladelogic.com EMAIL: info@bladelogic.com

# Asset Management Software Virtual Booth 4004 • Virtual Product 1950

FindIT brings up-to-date IT inventory information to your fingertips anytime, anywhere.

- Auto inventory of IT resources and non-discoverable fixed
- Daily change reports for hardware, software, patches and licenses
- View assets by location, department or project/owner
- · Auto application discovery and metering -- detect applications installed on servers and track software usage within a corporation to control licensing cost and compliance
- Daily and weekly reports for system usage, availability and general health
- Supported on IBM-AIX, HP-UX, SUN Solaris, Tru64 Unix, LINUX, Windows NT/2000/2003 and OpenVMS



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# **Terminal Emulation**

Virtual Booth 4053 • Virtual Product 1998

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# Utility Computing Suite Virtual Booth 3848 • Virtual Product 1732

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# **Auto Server Conversion**

Virtual Booth 3985 • Virtual Product 1913



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# **Performance Software**

Virtual Booth 4021 • Virtual Product 1961

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- · TeamQuest helps simplify performance management and capacity planning issues.

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# **System Admin Tools**

Virtual Booth 3863 • Virtual Product 1680

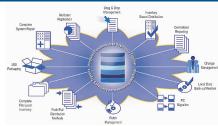


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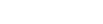
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# **VoIP PDA Softphone**

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- Allows calls via the Internet
- DTMF dialing from user's PDA
- Supports H.323/SI
- Speaker volume control
- Microphone volume control
- Contact Book · History list of the most
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- Skinnable interface
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# **VoIP Softphone**

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- Allows calls via the Internet • DTM dialing from user's
- Speaker volume control
- Microphone volume control

seconds

- Contact Book · History list of the most
- recently used phones Instant balance reporting
- Includes a timer for the
- Calling time Skinnable interface



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# Email Archiving Solution Virtual Booth 3948 • Virtual Product 1856

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# Cisco Network Services Virtual Booth 15 • Virtual Product 1534



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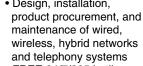


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October 15, 2004

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# Server Replication Virtual Booth 3897 • Virtual Product 1767

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Virtual Booth 2899 • Virtual Product 1668

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included	allowance	Fee	GB/Month
1amp	1	50	20
2amp	1	150	40
4amp	2	200	40
4amp	4	400	60
5amp	6	600	80
5amp	16	1100	160
	included 1amp 2amp 4amp 4amp 5amp	included allowance 1amp 1 2amp 1 4amp 2 4amp 4 5amp 6	included     allowance     Fee       1amp     1     50       2amp     1     150       4amp     2     200       4amp     4     400       5amp     6     600

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# IT Service Management Virtual Booth 3970 • Virtual Product 1887

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- Baseline current state and compare to best practices
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# Global Gateway Services Virtual Booth 4056 • Virtual Product 2005

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# Laptop Repair Service Virtual Booth 3700 • Virtual Product 1521



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# **Application Code Review** . Virtual Booth 3815 • Virtual Product 1607

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- · Acceptable risk level identification
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### **IT Security Management** Virtual Booth 3870 • Virtual Product 1705

RedSiren's Balanced IT Security Framework

Applications, systems, networks and the people who use them are all key elements of an organization's information infrastructure. A balanced security approach must span

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protect against them.

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- Secure Systems Secure Workforce



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# **Managed Security Solutions**

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# **Infrastructure Security** Virtual Booth 3956 • Virtual Product 1867

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### October 15, 2004

# Security Architecture Services Virtual Booth 3829 • Virtual Product 1625

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# Backup & Recovery Service Virtual Booth 3696 • Virtual Product 1278

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# IBM Storage Solutions Virtual Booth 15 • Virtual Product 1533



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# **SAN Solutions**

Virtual Booth 15 • Virtual Product 1532





Our approach provides for storage networks that grow in terms of performance, capacity and connectivity while significantly lowering the total cost of ownership. Evolving Solutions delivers end-to-end SAN solutions for our customers with world-class hardware and software products from McData, IBM and Brocade. We provide the tools, and consulting expertise to implement robust SAN solutions.



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### IT Training Courses Virtual Booth 4009 • Virtual Product 1953



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Copper Cables
Virtual Booth 3762 • Virtual Product 1527



- Slim line strain relief; can butt next to each other in high-density hub, without bending.
- · Standard lengths and colors in stock and ready to ship.
- Available in both Cat6 and enhanced Cat5E; snag-proof boot to protect cable.
- Custom lengths built to order quick turn and high quality. • Carry a lifetime warranty.



5404 South Bay Road Syracuse, NY 13221 Phone: (888) 299-6757 Fax: (315) 455-1800 WEB SITE: www.cxtec.com/processor EMAIL: cables@cxtec.com

# Networking Cables Virtual Booth 2921 • Virtual Product 1830



### We can meet your network cable needs!

- 350MHz Cat5e Patch Cables
- Crossover cables are ideal for 2 system networks or linking other equipment such as hubs and routers together
- Patch Cables From 1 to 100 feet in a variety of colors
- Bulk 1000' Rolls of Networking Cable
- Face Plates, Wall-Jacks and More for your Networking Needs

# Cables For Less

266 Southbridge St. Phone: (800) 273-9556 WEB SITE: www.cablesforless.com

Mooresville, IN 41658 Fax: (317) 834-4716 EMAIL:sales@cablesforless.com

# **Fiber Optic Cables** Virtual Booth 3307 • Virtual Product 1677



- Designed for high-speed data transmission
- Available in Multimode, Single Mode
- Available in combinations of SC/ST/MT-RJ/FDDI
- Standard lengths in stock ready to ship



43 Tesla Way Irvine, CA. 92618 Phone: (800) 344-6921 Fax: (949) 341-0669 WEB: www.addlogix.com EMAIL: sales@addlogix.com

# **Fiber Cables**

Virtual Booth 3762 • Virtual Product 1528



- Each cable individually tested for optical performance.
- Wide assortment of connector styles in stock lengths available for immediate shipment.
- Custom lengths built with 1-3 day lead times.
- Single-mode, multi-mode, and 10 gig available.
- Competitive pricing and customer service.
- Carry a lifetime warranty.



5404 South Bay Road Syracuse, NY 13221 Phone: (888) 299-6757 Fax: (315) 455-1800 WEB SITE: www.cxtec.com/processor EMAIL: cables@cxtec.com

# **Fiber Optic Cables**

Virtual Booth 2921 • Virtual Product 1831



### We can meet all your fiber optic needs

- SC to SC Multimode Fiber Optic Jumper Cables
- ST to ST Multimode Fiber Optic Jumpers
- ST to SC Multimode Fiber Optic Jumpers
- MTRJ to MTRJ Multimode Fiber Optic Jumper Cables
- MTRJ to SC Multimode Fiber Optic Jumper Cables
- MTRJ to ST Multimode Fiber Optic Jumper Cables

# Cables For Less

266 Southbridge St. Phone: (800) 273-9556 WEB SITE: www.cablesforless.com

Mooresville, IN 41658 Fax: (317) 834-4716 EMAIL:sales@cablesforless.com

# **Firewire Cables**

Virtual Booth 3307 • Virtual Product 1676



- Available in combinations of 4 or 6-pin (FireWire400) and 9-pin (FireWire800) configuration
- Meet FireWire 1394a and 1394b specifications
- Shielded to protect signals from EMI noise
- Designed to reduce cross talk and ensure error-free data transmission



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# **Media Converters**

Virtual Booth 3683 • Virtual Product 1251



Transition Networks offers standalone form factors as well as chassis modules.

- · Allows conversion of media
- using space-saving devices Available in wide array of
- protocols: -Ethernet
- -Fast Ethernet
- -Gigabit Ethernet
- -ATM/OC-12
- -T1/E1
- -DS3
- -High Speed Serial
- See Web site for all available converter options



6475 City West. Parkway Eden Prairie, MN 55344 Phone: (800) 526-9267 Fax: (952) 941-2322 WEB SITE: www.transition.com EMAIL: sales@transition.com

# **Media Converters**

Virtual Booth 3821 • Virtual Product 1617



### Matching cable types is simple and affordable with Pure Networking Media Converters

- Economical devices that enable you to connect different types of media without adding to your repeater count Completely transparent to the network
- Compact size use on the desktop or wallmount them
- FREE 24/7 hotline technical support



1000 Park Dr Lawrence, PA 15055-1018 Phone: (724) 746-5500 Fax: (800) 321-0746 WEB SITE: www.blackbox.com EMAIL: info@blackbox.com

# **Media Converter**

Virtual Booth 3795 • Virtual Product 1563



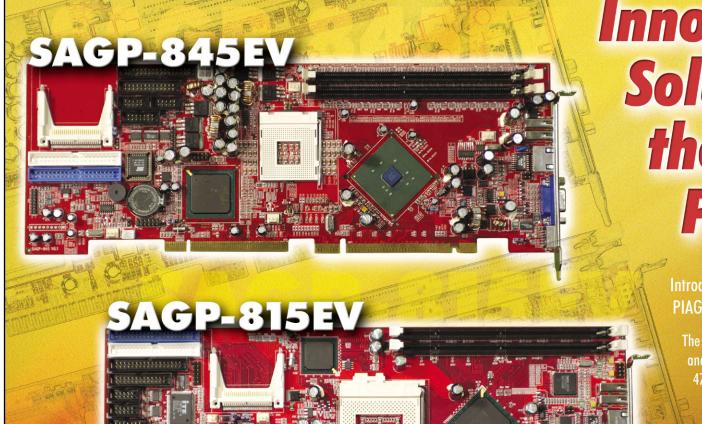
### **Media Converter ME51 Series** 10/100BaseT(X) to 100BaseFX Fiber Converter

Moxa Media Converter is a standalone physical layer device that converts between 10/100Base-T(X) and 100Base-FX segments of the same network. Supports Link Fault Pass Through. Fiber connection's half/full duplex mode is DIP Switch selectable.



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> Introducing the PIAGP Series SBC/Backplane. PIAGP is the first AGP/PICMG solution in the world!

The SAGP-845EV (Socket-478), SAGP-815EV (Socket-370) and SAGP-4620 (Socket-462/AMD), SAGP-648E (Socket-478 + AGP 8X) all feature:

AGP 4X, max. 2GB Ram, 4x USB 2.0, 2x RS-232 serial, 1x LPT parallel, 1x IrDA, 2x ATA/100 IDE, 1x FDD, 1x PS/2, 1x onboard Compact Flash Type II, 10/100Mbps Ethernet, audio, and more!

The advantages are too numerous to list, so visit us on the web or call for all the FANTASTIC details!







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# 10/100BaseT Tap

Virtual Booth 3893 • Virtual Product 1759



### The World's First and Only "Zero Delay" 10/100 Tap

- · "Zero Delay" technology ensures zero packets dropped if power is lost to the Tap
- Passive monitoring access port enables 100% visibility without data stream interference
- Redundant power is included to guarantee monitoring uptime



1130 Mountain View Alviso Road Sunnyvale, CA 94089 Phone: (408) 737-7777 Fax: (408) 745-7719 WEB SITE: www.netoptics.com

# Fiber Management Systems Virtual Booth 3827 • Virtual Product 1622





### Fiber Management Systems, Components and Services

- Assessment and design services
- Installation and testing services
- Trunk cables
- Jumper cables and patch panels
- Subfloor conveyance tray systems



700 Pleasant Valley Drive Springboro, OH 45066-0848 Phone: (800) 953-4773 Fax: (937) 704-0101 WEB SITE: www.opticatech.com

### **Fiber Routing System** Virtual Booth 3928 • Virtual Product 1812



- FiberRunner Routing System
- Fastest Installations QuikLock couplers and brackets reduce system installation time dramatically
- Easy to Maintain provide access to cable without removing any covers or compromising cable security
- Strong and Versatile available in 12x4, 6x4, 4x4 and 2x2 sizes; compliant with Telcordia GR-63-CORE NEBS



17301 Ridgeland Avenue Tinley Park, IL 60477 Phone: (800) 777-3300 Fax: (708)-532-1811 WEB SITE: www.panduit.com/fr09 EMAIL: cs@panduit.com

# **Fiber Distribution Systems**

Virtual Booth 4054 • Virtual Product 1999



APA Cables & Networks' (APACN) F23 Fiber Distribution System (FDS) is engineered for broadband and enterprise connectivity applications. The FDS consists of termination and splice panels, frames and accessories. The FDS is designed to reduce risk of post installation damage, lower maintenance cost and enhance system life. The F23 144 port fiber panel offers the highest port density in the smallest footprint available.



5480 Nathan Lane Phone: (763) 476-6866 WEB SITE: www.apacn.com

Plymouth, MN 55442 Fax: (763) 475-8457 EMAIL:sales@apacn.com

# **Cable Management System**



Fiber Optic Cable Management System Assures Bend Radius Conformance Fast-Drop® Fiber Optic Bend Radius Control Modules

"Perfect 90 Degree Radius" sufficient to provide correct minimum bend for fiber optic cables ensuring consistent data transmission



3 Brigham St. Phone: (508) 229-2000 Marlborough, MA 01752 Fax: (508) 229-2622 EMAIL:dti@devicetec.com

# **Vertical Cable Management**

Virtual Booth 3928 • Virtual Product 1811



- **PatchRunner Cable Management**
- density network cabling while minimizing floor space requirements Eliminates the need for

· Designed to manage high-

- horizontal cable managers when used with PANDUIT angled patch panels Cable management fingers
- with integral bend radius control align with rack spaces to support cables as they transition into the vertical pathway



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# **Managed Patch Panels**

Virtual Booth 3928 • Virtual Product 1813



The PanView system, through its innovative use of scanners, enabled patch panels, reliable patch cords and software, provides real-time monitoring of physical layer connectivity. This system provides networks with greater reliability, improved security, better efficiency and greater



17301 Ridgeland Avenue Tinley Park, IL 60477 Phone: (800) 777-3300 Fax: (708)-532-1811 WEB SITE: www.panduit.com/pv08

# **Surge Protected Patch Panel**

Virtual Booth 4040 • Virtual Product 1979



- Protects all Cat.5 & 6 ports up thru full duplex Ethernet
- Protects all 8 signals / wires per port up to 550Mhz
- 16-ports across w/single-point grounding (1U rack space) • Individual LAN port surge test light for all ports
- 4-port card modules are hot swappable
- Stops all voltage transients greater than ±8 volts
- Many other models are available



Phone: (800) 366-0297 WEB SITE: www.bravobravo.com

San Jose, CA 95135 Fax: (408) 297-8701 EMAIL: sales@bravobravo.com

### **UPS Environment Sensor** Virtual Booth 3804 • Virtual Product 1645



- Remotely monitors temperature & humidity
- Remote supervision via browser or SNMP-based NMS
- 2 contacts for door open, genset start up or other userdefined parameters
- Alarm thresholds set through SNMP/Web interface; notify email/SMS/pager Compatible w/any Ethernet/SNMP-enabled MGE UPS

UPS SYSTEMS

1660 Scenic Avenue Costa Mesa, CA 92626 Phone: (800) 523-0142 x3500 Fax: (714) 434-0865 WEB SITE: www.mgeups.com/us

# Rack Monitor System Virtual Booth 3871 • Virtual Product 1706



### Rittal's new computer multicontrol system offers system security & monitoring plus these functions:

- Vandalism/shock/vibration detection
- Remote smoke alarm and temperature sensors Climate control/thermal management functionality
- Prevention against unauthorized access via swipe card/keypad authorization, lockout and much more.



One Rittal Place Springfield, OH 45504 Phone: (800) 477-4000 Fax: (937) 390-5599 WEB SITE: www.rittal-corp.com EMAIL: rittal@rittal-corp.com

# **Cabinet Climate Monitor**

Virtual Booth 2915 • Virtual Product 1870



### Ethernet/Web

Temperature - Air Flow Humidity - Door Position Sound - Light Level Power - Web Cam 16 External Sensors

# **Rack Mounted**

Monitor Multiple Cabinets HTML (no client needed) SMTP (e-mail alerts) SNMP (MIB, traps) Graphing - Console



12885 Research Blvd Phone: (512) 257-1462 WEB SITE: www.ITWatchDogs.com

Austin, TX 78750

EMAIL:support@itwatchdogs.com

# **Environment Monitor** Virtual Booth 3669 • Virtual Product 1248



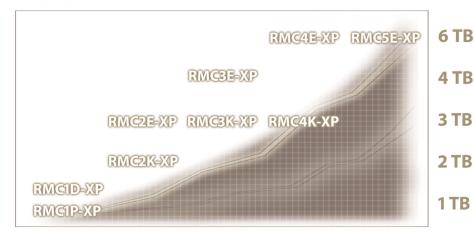
Room Alert 2 monitors the environment of the data center. Environment sensors built-in and attached to Room Alert 2 will dynamically monitor temperature, humidity, main & UPS power, flood/water, smoke/fire, intruder/entry, panic buttons & more. AVTECH's PageR Enterprise software is included to allow monitoring network-wide, unlimited alerting & automatic corrective action for a complete IT solution.



221 Third Street Tower Newport, RI 02840 Phone: (888) 220-6700 Fax: (401) 847-6701 WEB SITE: www.avtech.com EMAIL: sales@avtech.com



# **Storage Server Series**



**3U 1U 2U 4U 5U** 



### RMC1P-XP

**Dimension:** 17.25"(W) x 29"(D) x 1.75"(H)

**Drive Bavs:** 1 x slim-CD x 3 x SATA, PATA or

SCSI hot-swap bays **Power Supply:** 

250W~400W 1+1 HRP hot-swap redundant power supply

Motherboard:

12" x 13" ATX/SSI EEB 3.0 **Capable Storage:** 

750GB



### RMC1D-XP

Dimension: 19"(W) x 27"(D) x 1.75"(H)

**Drive Bays:** 

1 x slim-CD + 1 x slim FDD + 4 x SATA, PATA or SCSI hot-swap bays

**Power Supply:** 400W ATX/EPS PFC power supply

Motherboard:

12" x 13" ATX/SSI EEB 3.0 **Capable Storage:** 



### RMC2K-XP

Dimension: 19"(W) x 27"(D) x 3.5"(H)

**Drive Bays:** 

8 x SATA, PATA or SCSI hot-swap bays + 1 x 2.5" internal HDD

**Power Supply:** 

300W~460W ATX/EPS PFC P/S

Motherboard:

12" x 13" ATX/SSI EEB 3.0 **Capable Storage:** 

AIC designs a full range of Storage Sever Chassis for OEM and system integrators to support terabytes of capacity. Storage servers are equipped with hot swappable drive supporting PATA, SATA, PATA-to-SATA and SCSI hard drive formats.



### RMC2E-XP

**Dimension:** 19"(W) x 27"(D) x 3.5"(H)

**Drive Bays:** 

12 x SATA, PATA or SCSI hot-swap bays + 1 x 2.5" internal HDD

**Power Supply:** 300W~460W ATX/EPS PFC

**Motherboard:** 12" x 13" ATX/SSI EEB 3.0

**Capable Storage:** 



### RMC4K-XP

Dimension 19"(W) x 20"(D) x 7"(H)

**Drive Bays:** 

1 x slim CD + 1 x slim FDD + 12 x

SATA, PATA or SCSI hot-swap bays

**Power Supply:** 460W ATX/EPS PFC single or redundant power supply

**Motherboard:** 

12" x 13" ATX/SSI EEB 3.0

**Capable Storage:** 



### RMC3K-XP

**Dimension:** 19"(W) x 27"(D) x 5.25"(H)

**Drive Bays:** 

1 x slim CD/FDD combo + 1 x 5.25" + 12 x SATA, PATA or SCSI hot-swap bays + 1 x 2.5" internal HDD

**Power Supply:** 460W~650W ATX/EPS PFC single or redundant power supply

**Motherboard:** 12" x 13" ATX/SSI EEB 3.0

**Capable Storage:** 

RMC4E-XP

**Drive Bays:** 

19"(W) x 25.6"(D) x 7"(H)

bays + 2 x internal HDD

950W 3+1 or 650W EPS-12 redundant power supply

12" x 13" ATX/SSI EEB 3.0

**Capable Storage:** 

**Power Supply:** 

**Motherboard:** 

24 x SATA, PATA or SCSI hot-swap



**Dimension**: 19"(W) x 27"(D) x 5.25"(H)

1 x slim CD + 1 x slim FDD + 1 x 5.25" + 16 x SATA, PATA or SCSI hot-swap bays

**Power Supply** 460W~650W ATX/EPS PFC single or

redundant power supply **Motherboard** 

12" x 13" ATX/SSI EEB 3.0

**Capable Storage:** 4TB



### RMC5E-XP

19"(W) x 25.4"(D) x 8.75"(H)

1 x slim CD + 1 x s3.5" + 1 x 5.25" + 24 x SATA, PATA or SCSI hot-swap bays + 2 x internal HDD

**Power Supply:** 950W 3+1 or 650W EPS-12

**Motherboard:** 12" x 13" ATX/SSI EEB 3.0

**Capable Storage:** 



Address:

17970 E. Ajax Circle,

City of Industry, CA 91748 Tel/Fax: 626.581.4300 / 626.581.4320

www.aicipc.com website: info@aicipc.com Contact:



**Advanced Industrial Computer** 

New Jersey office Address:

6ТВ

11 Melanie Lane, Unit #20 East Hanover, NJ 07936

Tel/Fax: 973.884.8886 / 973.884.4794 syao@aicipc.com Contact:

# Mission Critical Monitoring

Virtual Booth 3896 • Virtual Product 1765



- Avoid downtime caused by physical/environmental factors
- Real time monitoring of critical equipment status
- Full set of pre-integrated sensors and accessories • Up to 104 inputs or up to 34 relay outputs
- Standalone or integrated with other enterprise systems (SNMP/BACnet/Modbus) and support for 10 IP links
- Redundant alarm notification and remote access/control





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# **Environmental Sensor Hub**

Virtual Booth 3146 • Virtual Product 0582





295 w/ Temperature

395 w/ Temp & Humidity



### **Network Enabled Environmental Monitor**

- Email Notifications
- Full SNMP Capabilities
- Graphing Requires No Software
- Sends SNMP Traps to 4 Destinations Full Password Protection

Fully Compliant with all **Operating Systems** We also have larger devices with more sensor

capabilities available.



3160 Bee Caves Rd. Austin, TX 78746 Phone: (512) 328-1800 Fax: (512) 328-1844 WEB SITE: www.uptimedevices.com

# Water Leak Detection

Virtual Booth 3896 • Virtual Product 1764



- Early detection of potential water/moisture problems
- Over 3 million feet of patented cable deployed
- Monitor up to 5000 feet and pinpoint leak location Quick dry, easy to deploy, modular, non-conductive
- Programmable alarm threshold and adjustable
- sensitivity levels CE certified, UL listed, and "fire code" friendly (CL2P Plenum rated)





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# Environmental Monitoring Virtual Booth 3899 • Virtual Product 1769



### Sensaphone IMS-4000 **Comprehensive Remote Site Monitoring**

Monitor critical environmental conditions such as temperature, humidity, smoke, sound level, motion, water, intrusion, and power outages with the IMS-4000 host and node. Each host and node unit supports up to eight environmental sensors.

**SENSAPHONE®** 

901 Tryens Road Aston, PA 19014 Phone: (610) 558-2700 Fax: (610) 558-0222 WEB SITE: www.sensaphone.com EMAIL: info@sensaphone.com

# Fire Suppression System Virtual Booth 4086 • Virtual Product 2049



SAPPHIRE® Fire Suppression System uses a revolutionary clean agent that fights fires without causing damage to electronics and other critical assets. Ideal solution for DP centers, telecommunications, and tape storage facilities. Environment-friendly agent has atmospheric lifetime of only five days versus 33 years for the closest chemical alternative - and ZERO ozone-depletion potential.



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### Floor Lifter and Bracket Virtual Booth 3832 • Virtual Product 1627



Every Data Clean Floor Lifter features premium quality rubber suction cups to provide a strong, safe grip on even the heaviest floor tiles. Rugged cast-aluminum handles provide strength without excess weight.

Data Bracket. The enameled heavy-gauge steel mounting plate is equipped with a durable, universal bracket to hold the Data Clean Floor Lifter.



1033 Graceland Ave. Phone: (800) 328-2256 WEB SITE: www.dataclean.com

Des Plaines, IL 60016 Fax: (847) 296-6870 EMAIL:Sales@dataclean.com

# Floor Grommet

Virtual Booth 3832 • Virtual Product 1628



The more technology you pack in, the harder it is to keep cool, and hotspots quickly turn into trouble spots. And those uncovered cable openings in the floor dumping pressurized plenum air into the room instead of into your equipment racks aren't helping matters one bit. Seal them up with koldlok raised floor grommets and keep your critical cold air circulating where it belongs.



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Des Plaines, IL 60016 Fax: (847) 296-6870 EMAIL:Sales@dataclean.com

# **Floor Panel Lifter**

Virtual Booth 3992 • Virtual Product 1927



Do you know where your floor lifter tool is right now? You would if you had a Panel Lifter Tool and Bracket from Sealco. The lifter tool is available in both 4" and 5" size. Wall Brackets are also available to help find and identify your lifter tools. The Stand Up Lifter Tool is ideal for those situations that allow little to no "bending". These lifters are great for those who have back problems.



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# **Portable Air Conditioner**

Virtual Booth 3731 • Virtual Product 1437

- · Offers flexibility at low cost Protects electrical equip. • Designed for continuous · Solutions for all applica
  - tions
  - Up to 2 tons in 115 volts
  - 1 to 10 tons of capacity

Control server room temp

October 15, 2004

- Air and water-cooled
- Split air-cooled systems
- 32 different models Easy installation

systems

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# **Portable Air Conditioner**

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The **PA4000** is a portable and compact air conditioner designed for localized cooling in small areas. It can be deployed quickly & easily, providing up to 4kW of air conditioning, without the need for an expensive installation. The PA4000 complements APC's line of innovative cooling solutions for corporate data centers, small to medium businesses. access providers and small office & home office users.



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# **Data Center Air Conditioning**

Virtual Booth 3952 • Virtual Product 1858



Data Aire provides a full range of computer room air conditioning products including floor, ceiling, and wall mounted units ranging from 1 to 50 tons. A cut away of the Data Aire series unit shown here is the ideal choice for your computer room. This line comes in either DX (6 to 30-ton) or Chilled Water (7 to 50-ton). Let Data Aire be your choice in process and precision cooling.



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# **Cable ID System**

Virtual Booth 3946 • Virtual Product 1852

\$9.95 / bag

### **AAA Cable Markers - The Professional Solution**

- Organize patch panels & racks quickly
- White "C" clips numbered in black - 0 to 9
- Identify cable ends at a glance
- Connect while network is operational
- Clip on / clip off / rotate for EZ viewing
- Fits category 3,4,5 or 6 standard cables
- Each 400+ count bag can dress 96+ cables



1865 Alburn Street, 2nd Floor El Dorado Hills, CA 95762 Phone: (916) 281-2244 Fax: (847) 589-4053 WEB SITE:www.aaa-communications.com

EMAIL: sales@aaa-communications.com

# **Security/Warranty Labels**

Virtual Booth 3387 • Virtual Product 872





- Tamper Evident Security Labels
- Fast Delivery Time, Usually 1-2 days
- Choice of two materials(Destructable Vinyl and
- Four stock sizes available. (Two for each material)
- Five colors to choose from
- Free sequential numbering and barcoding
- Other labels available



Phone: (866) 487-9339 Phone: (727) 535-9492 WEB SITE: www.imprints-usa.com

Clearwater, FI Fax: (727)507-8662 EMAIL:imprintsusa@aol.com

# **Sentry Commander PT40**

Virtual Booth 931 • Virtual Product 1073

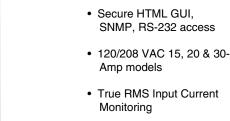


- · Remote Power Management & Pass-Through Console Port Access
- · 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- · Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem



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### **Power Tower XL Zero U** Virtual Booth 931 • Virtual Product 1071



- Remote Reboot via IP
- SNMP, RS-232 access
- Amp models
- True RMS Input Current Monitorina
- Power-up Sequencing
- · Link to a second tower for group outlet control



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# **Fail-Safe Transfer Switch**

Virtual Booth 931 • Virtual Product 1074



- Provide redundant power to single-power supply servers
- Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- · Primary select switch to designate the primary & secondary power feeds
- · LED lights indicate which power source is in use



Reno, NV 89511 Phone: (775) 284-2000 Fax: (775) 284-2065 WEB SITE: www.servertech.com EMAIL: sales@servertech.com

1040 Sandhill Road

# **Prevent Data Loss**

Virtual Booth 3385 • Virtual Product 965



# Monitor current consumption of EACH outlet

The Dualcom 820 not only allows remote power mgmt, but also represents a new approach to managing your system. Save energy by scheduling shutdown periods & monitor current consumption to utilize valuable rack space efficiently.

- Control & monitor eight 120VC, 20A outlets (16A unit total)
- Communicate in two ways: TCP/IP or RS-232 serial

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1580 Berger Drive San Jose, CA 95112 Phone: (888) 311-6277 Fax: (408) 975-0941 WEB SITE: www.cyberswitching.com EMAIL: info@cyberswitching.com

# Zero U PDU w / Monitoring Virtual Booth 2144 • Virtual Product 780



### 24 RECEPTACLE REMOTE POWER **MONITORING & DISTRIBUTION**

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit



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# **Power Control & Monitoring**

Virtual Booth 2144 • Virtual Product 778



### **8 RECEPTACLE POWER CONTROL AND MONITORING**

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles



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# Isobar® Surge Suppressor Virtual Booth 3710 • Virtual Product 1331



Premium protection against surges, spikes and line noise

- 12 outlets
- · All-metal housing
- 1280 joule rating
- Isolated filter banks remove EMI/RFI line interference
- Diagnostic LEDs
- \$25,000 Ultimate Lifetime Insurance



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329 WEB SITE:www.tripplite.com/promo/proc EMAIL:info@tripplite.com

# Trans Switch w/Pwr Control

Virtual Booth 2144 • Virtual Product 779



### **8 RECEPTACLE POWER CONTROL / MONITORING** WITH TRANSFER SWITCH

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles



200 N. 2nd Street Bay St. Louis, MS 39520 Phone: (800) 523-2702 Fax: (228) 467-4551 WEB SITE: www.baytech.net EMAIL: sales@baytech.net

Page 53

# **Power Tower XL Dual Power**

Virtual Booth 931 • Virtual Product 1072



- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- · Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing



1040 Sandhill Road Reno, NV 89511 Phone: (775) 284-2000 Fax: (7752842065 WEB SITE: www.servertech.com EMAIL: sales@servertech.com

# **Line-Interactive UPS**

Virtual Booth 3634 • Virtual Product 1180



- PRO-E Series: 500, 700, 1100 & 1500 VA models
- Built-in double-boost and single-buck AVR (Automatic Voltage Regulator) function for AC sags and AC surges
- Independent Battery Bypass<sup>™</sup> allows AC operation when batteries are weak or dead
- Includes MINUTEMAN SentryII™ software
- 3-year warranty including batteries

1455 LeMay Drive Phone: (800) 238-7272 Fax: (972) 446-9011

# **Double Line-Interactive UPS**

Virtual Booth 3634 • Virtual Product 1182



### **Enterprise Series UPS**

- 500, 750, 1100, 1500, 2300 and 3200 VA Models
- True sinewave / Double-line-interactive (AVR)
- Universal design for rack mount, wallmount or tower
- Scalable, unlimited runtime with external battery packs SNMP-capable for easy, Web-based remote power mgt.
- 3-year warranty including batteries

1455 LeMay Drive Phone: (800) 238-7272 Fax: (972) 446-9011

# **Line-Interactive UPS** Virtual Booth 2784 • Virtual Product 1214



Full Protection for Internet computers & advanced servers

- Fully digitized microprocessor-UPS is controlled by a CPU
- Automatic Voltage Regulator (AVR)
- Smart RS-232 communication port
- Hot-swappable battery by users
- Schedule shutdown & reboot
- Available VA Capacity: 1K/1.5K/2.2K/3K VA



623 S. State College Blvd Fullerton, CA 92831 Phone: (714) 525-8889 Fax: (714) 525-8881 WEB SITE: www.powercom-usa.com

# 3U Rack/Tower UPS System

Virtual Booth 3710 • Virtual Product 1329



Model: SMART5000RT3U

Provide uninterruptible 120-208V power to servers, networking and telecom equipment during blackouts, brownouts and other power problems

- 5000VA power capacity
- Pure sine wave output in battery backup mode
- •14 outlets (10 15-amp, 2 20-amp and 2 twist-lock 30-amp)



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329 WEB SITE:www.tripplite.com/promo/proc

# Rack/Tower Sinewave UPS

Virtual Booth 3923 • Virtual Product 1803



For Telecommunication, Netowrking & Advanced Servers

- 2U Line interactive design, True sinewave output
- Automatic Voltage Regulator (AVR)
- USB or RS232 communication port
- EPO (Emergency Power Off) port
- SNMP slot ready for Web-based remote management
- Intelligent Hot Swap battery design



1043 Segovia Circle Placentia, CA 92870 Phone: (714) 630-0228 Fax: (714) 630-0273 WEB SITE: www.TriProUSA.com

# **Online True Sinewave UPS** Virtual Booth 3634 • Virtual Product 1190



# **MCP-E Series UPS**

- Rack or tower: 700, 1000, 2000, and 3000 VA models; Tower only: 5000 and 7000 VA models
- Advanced Digital Signal Processor (DSP)
- Online design with true sinewave output • Extended runtime with external battery packs
- · 3-year warranty including batteries

1455 LeMay Drive Phone: (800) 238-7272

Fax: (972) 446-9011

# **LCD Online UPS**

Virtual Booth 2784 • Virtual Product 1215



Multifunction double conversion LCD Online UPS - VGD1500

- Pure sinewave output with less than 3% THD
- Multiple language LCD display
- Load segmentation receptacles controllable
- Support USB communicator • Wide input voltage range
- Available VA Capacity:1K/1.5K/2K/3K VA



623 S. State College Blvd Fullerton, CA 92831 Phone: (714) 525-8889 Fax: (714) 525-8881 WEB SITE: www.powercom-usa.com EMAIL: contact@powercom-usa.com

# Online UPS 700VA - 3200VA Virtual Booth 3804 • Virtua Product 1582



- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation • Digital Quality Power maximizes performance for highdensity apps
- · Power Management software suite included Automatic bypass adds
- redundancy; simplifies maintenance Hot-swap internal batteries and extended battery or fuel
- cell options for multihour backup times

1660 Scenic Avenue Costa Mesa, CA 92626 Phone: (800) 523-0142 x3500 Fax: (714) 434-0865 WEB SITE: www.mgeups.com/us EMAIL: sales@mgeups.com

# **Enterprise 3-Phase UPS**

Virtual Booth 3804 • Virtual Product 1581



- 555kVA to 800kVA Compact footprint, high density
- Web server-on-a-chip technology for instant monitoring
- Generator friendly eliminates compatibility problems
- Fault tolerance allows UPS to withstand shorts
- Precise voltage regulation limits voltage transients • Less than 4% THD on output for distortion-free sinewave
- High operating efficiency cuts operating costs

UPS SYSTEMS

1660 Scenic Avenue Costa Mesa, CA 92626 Phone: (800) 523-0142 x3500 Fax: (714) 434-0865 WEB SITE: www.mgeups.com/us EMAIL: sales@mgeups.com

# Offline UPS

Virtual Booth 2784 • Virtual Product 1216



Protect your PC, external storage drives & monitor with battery backup. Keep modems, printers & phone systems safe.

- Fully digitized microprocessor-UPS is controlled by a CPU
- Extra outlets & LED display
- Short circuit, overload, lightning & surge protection
- Advanced battery management (ABM)
- Battery Run Time: 17 33 minutes. Model KOF-750S



623 S. State College Blvd Fullerton, CA 92831 Phone: (714) 525-8889 Fax: (714) 525-8881 WEB SITE: www.powercom-usa.com

# Standby UPS Virtual Booth 3923 • Virtual Product 1802



Available Models POF-400US, POF-600US

For Workstation, Peripherals, POS, Alarm & Phone Systems

- Microprocessor conrolled with EMI/RFI noise filter
- 3 Battery powered outlets and 3 surge protected outlets
- USB connectivity, Software CD & USB cable included
- Surge protection for phone/ modem/ fax modular combo
- 5 LEDs/6 functions: using battery, A/C bypass, overload, check battery, equipment wiring fault, & surge protection



1043 Segovia Circle Placentia, CA 92870 Phone: (714) 630-0228 Fax: (714) 630-0273 WEB SITE: www.TriProUSA.com EMAIL: Info@TriProPower.cor

# **Battery Monitoring System**

Virtual Booth 3981 • Virtual Product 1905



BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.



Morris Plains, NJ 07950 Phone: (973) 683-9950 WEB SITE: www.btechinc.com EMAIL: sales@btechinc.com

# **Server Cabinet**

Virtual Booth 353 • Virtual Product 196



- Support Complete Solution
- 11U 42U H, 23" 40" D
- Ships within 2 Days
- Black or White
- · All models come with:
  - Tempered plexiglass front door
  - Solid metal side and rear doors
  - 3 fans
  - Castors
  - Leveling feet
  - 50 screws



12345 Mills Ave #29 Chino, CA 91710 Phone: (909) 465-6886 Fax: (909) 465-1457 WEB SITE: www.huntec.com

# **Network/Server Racks**

Virtual Booth 3488 • Virtual Product 1040



**Assemble Any Size Rack Using 3 STOCK parts** Choose any width, depth & height of dual-tapped E.I.A.

79,507 Sizes in Stock

A New "Patent Pending"

Rack Design

rack rail from 1 of 43 sizes in 1-3/4" rack unit increments. Ships in 3 small cartons. Build all kinds of neat stuff! 43 RU x 30" Server Rack

Casters, Drawers, Shelves Keyboard / Mouse Table optional

648 Superior Ave. Munster, IN 46321 Phone: (800) 822-STAR (7827) Fax: (219) 922-4442 WEB SITE: www.starcase.com/rack.htm EMAIL: info@starcase.com

# **Rugged Server Cabinet**

Virtual Booth 3821 • Virtual Product 1616



### Big, Rugged cabinets for today's larger servers

- Elite II Server Cabinet
- 42" Deep (84"H x 24"W) • 1800 lbs. Weight capacity
- Includes built-in cable management
- Retractable anti-tip legs provide stability
- Includes three pairs of adjustable M6 rails
- FREE 24/7 hotline technical support

1000 Park Dr Lawrence, PA 15055-1018 Phone: (724) 746-5500 Fax: (800) 321-0746 WEB SITE: www.blackbox.com

# **LCD Arms**

Virtual Booth 2972 • Virtual Product 1343



- Multi-directional adjustments for optimal viewing
- Gas-Strut & Ball-Joint System
- Supports LCD panels up to 25 lbs
- Desk or Wall Mount
- Strong die-cast aluminum construction
- Excellent Quality, Performance, Value



3924 24th St LIC, NY 11101 Phone: (718) 729-3700 Fax: (718) 729-3972 WEB SITE: www.connect-tek.com

### **Fireproof Modular Vaults** Virtual Booth 3902 • Virtual Product 1772

These vaults are used for protecting information assets, which are stored as vital records and require the highest possible level of environmental protection.

Typical uses for the Media Rated Vault include optical disks, digital tape and floppy disks, which include corporate records, tax records, financial documents, LAN back-ups or shadowing of the file servers via electronic vaulting.

Typical uses for the Magnetic Media and Computer Room Vault include corporate or data processing libraries, media jukebox and silos. Any large archive of optical disk, digital tape or other magnetic media, which include information vital to the business continuity of the organization should consider this alternative. Firelock can design any failsafe vault to meet your needs.



7 Tedway Ave. Phone: (610) 756-4440 WFB SITE: www firelock com

Kutztown, PA 19530 Fax: (610) 756-4134 EMAIL: sales@firelock.com

Laptop Security
Virtual Booth 3854 • Virtual Product 1653



- The Benji can be bolted down to a desk, podium or cart or affixed with a cable.
- When locked in the closed position, the laptop cannot be opened and accessed.
- Most laptop thefts are internal thefts. When locked in the open position, the laptop cannot be concealed and will not get past the security cameras.



6811 Edwards Blvd. Mississauga, ON L5T 2S2 Canada Phone: (800) 275-5792 Fax: (905) 893-4311 WEB SITE: www.compucage.com EMAIL: Sales@compucage.com

### Server/Tower Protection Virtual Booth 3568 • Virtual Product 1096



- Industrial Computer **Enclosure**
- Protect your valuable equipment from dirt and dust
- Includes a fan and exchangeable filter system to keep dirt out of your hardware
- Locking doors
- Protect from water, theft, dirt, I/O damage, software tampering



2823 S. Broadway Englewood, Co 80110 Phone: (888) 298-3269 Fax: (303) 980-5740 WEB SITE: www.bytebox.com EMAIL:bytebox@bytebox.com

# Scalable Managed Rack Virtual Booth 3943 • Virtual Product 1836



- Centralization of disparate management tools by delivering a single IP address to each rack with scalability of 1 to 42 ports per rack
- Active Directory integration
- Vertical PDU, Patch Panel and Centerline Backplane architecture delivers remote management, power & connectivity to each individual rack unit
- RCI Cable Harness System provides for network and storage connectivity



6801 South 180th Phone: (800) 227-5953 WEB SITE: www.synaptixrack.com

Tukwila, WA 98188 Fax: (425) 251-8826 http://www.synaptixrack.com/contact.html

# Rackmount Shipping Cases Virtual Booth 3488 • Virtual Product 1743



- Shock Isolation Rack Cases (elastomeric style F8 or foam isolation style F4) Provide the Ultimate Protection
- Heights Ranging from 4RU to 43RU- stock and custom sizes.
- Front and Rear Tapped Rack Rails
- Swivel & Locking Casters

For other sizes, configurations and options-contact us



648 Superior Ave Munster, IN 46321 Phone: (800) 822-7827 Fax: (219) 922-4442 WEB SITE: www.starcase.com EMAIL: info@starcase.com

# Thermal Mgmt. Solution Virtual Booth 4029 • Virtual Product 1968



Max-IT™, a scalable enclosure combines Kool-IT™ thermal management technology with high density cable and power management. Variable speed fans adjust automatically to maintain temperature set point. Dual power ensures n+1 redundancy of cabinet fans and alarms. Max-IT's "sidecar" moves cable & power "outside the box" to give you a more flexible solution for your data center.



200 Finn Court Farmingdale, NY 11735 Phone: (631) 249-9441 Fax: (631) 249-9450 WEB SITE: www.afcosystems.com

# **16 Port Console Server**

Virtual Booth 3608 • Virtual Product 1152



### 8 port - 48 port models available

- Full Distribution Linux (not embedded)
- Open SSH, OpenLDAP, NIS, Radius, TACACS+
- SSH direct to port/IP option
- Field Updates via RPM
- Sun "Solaris Ready"
- Dual Power, Dual NIC models available



100 Washington St. Milford, CT 06460 Phone: (800) 291-3211 Fax: (203) 783-9949 WEB SITE: www.thinklogical.com EMAIL: sales@thinklogical.com

# **Mission-Critical Server**

Virtual Booth 3608 • Virtual Product 1156



### 32 Port Sentinel32 / Secure Console Server

- Dual "hot-swappable" Power Supplies
- "Hot-swappable" Interfaces
- Full Distribution Linux (not embedded)
- OpenSSH, OpenLDAP, NIS, Radius, TACACS+
- Sun "Solaris Ready"
- Available with 100BaseFX Network Connectivity



100 Washington St. Milford, CT 06460 Phone: (800) 291-3211 Fax: (203) 783-9949 WEB SITE: www.thinklogical.com EMAIL: sales@thinklogical.com

# **Secure Console Access**

Virtual Booth 1829 • Virtual Product 1895



The Equinox console manager, available in 8, 16, and 48-ports, provides secure in-band and out-of-band connections to console ports of servers and serially managed devices. Important features include: SSH v2/Telnet host, strong authentication, offline buffering, SUN break safe, and point and click access to serial consoles, KVM and power. Call for a 30-day evaluation.



One Equinox Way Sunrise, FL 33351 Phone: (800) 275-3500, ext. 247 Fax: (954) 746-9101 WEB SITE: www.equinox.com EMAIL: sales@equinox.com

# **Remote Data Acceleration**

Virtual Booth 3691 • Virtual Product 1271



### **Global File Sharing**

BlueArc's RDA cache servers allow remote offices to share data across the enterprise without any latency penalty, through asynchronous updating, rapid data streaming and storage caching over IP. Users at remote sites can access information stored at the data center at rates expected from a local file or database server.



225 Baypointe Parkway Phone: (408) 576-6600 WEB SITE: www.bluearc.com San Jose, CA 95134 **Fax: (408) 576-6601** EMAIL: sales@bluearc.com

# Deep Packet Inspection is Obsolete.

Single packet inspection firewalls can't protect your network from attacks like Code Red, MyDoom, and Bagel that are concealed within a stream of packets.

Only Total Stream Protection™ from CyberGuard enforces security across the entire data stream. All layers - all the time.

For more information about TSP visit: http://lz.cyberguard.com/pm





# PREMIUM FIREWALL/VPN APPLIANCES

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# Advantech offers: Internet Appliance Platforms

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Industrial Computers
Embedded System Boards
Custom System Integration

Advantech Corp. 1949 Palomar Oaks Way Suite B Carlsbad, CA 92009

www.Advantech.com/nc

# WAN File Services Appliance

Virtual Booth 3911 • Virtual Product 1782



Tacit Networks' multi-protocol, multi-platform Wide Area File Services solution supercharges the WAN to provide:

- Real-Time, Read/Write Remote Office File Collaboration
- Storage and Server Consolidation
- Remote Office Data Protection

Tacit Networks leverages existing file storage, security & IT infrastructure to convert the WAN into a unified, global LAN.



4081G Hadley Road South Plainfield, NJ 07080 **Phone: (908) 757-9950** WEB SITE: www.tacitnetworks.com EMAIL: info@tacitnetworks.com

# **WAP Gateway**

Virtual Booth 4088 • Virtual Product 2051

The WAP Gateway acts as a bridge between the Internet world and the mobile world and offers services such as end-user authentication, encoding of WML pages, and WML script compiling. WAP uses the underlying Web structure to render more efficient communication between content providers and mobile devices. The wireless protocol employs Wireless Markup Language (WML) for application contents instead of Hypertext Markup Language (HTML).

An important feature of WAP is the support of telephony service integrated with microbrowsing of data. aveAccess WAP Gateway acts as a proxy between the wireless network and the Internet while encoding WAP data into byte code to conserve bandwidth.



100 Franklin Square Dr. Ste 401 Somerset, NJ 08873 Phone: (732) 412-3000 Fax: (732) 412-2145 WEB SITE: www.atinav.com

# **DNS-To-IP Gateway**

Virtual Booth 3892 • Virtual Product 1758



The XC-DPG602 is an authoritative DNS to IP gateway that resolves a domain name to its respective IP addresses. This new capability allows for outbound & inbound loadbalancing and failover for servers located behind the gateway 2 x 10/100 WAN Ports • 4-Port 10/100 Switch

5 yr. warranty • FREE Tech Support FREE Firmware upgrades



2750 Industrial Ave. Hubbard, OR 97032 Phone: (888) 494-6266 Fax: (503) 982-1338 WEB SITE: www.xincom.com EMAIL: sales@xincom.com

# **Link Control and Protection**

Virtual Booth 3874 • Virtual Product 1711



### LinkProof

Radware connectivity solutions enable uninterrupted and cost-effective communications from central headquarters to remote branch offices. Radware ensures full link availability, security and optimized utilization for all connections accelerating distributed application performance while cutting connectivity costs end-to-end.



575 Corporate Dr. Suite 205 Mahwah, NJ 07430 Phone: (201) 512-9771 Fax: (201) 512-9708 WEB SITE: www.radware.com

# Intelligent Traffic Manager Virtual Booth 3847 • Virtual Product 1640



### **Internet Service Management Device**

ISMD is a comprehensive network traffic management system that features multi-homing load balancing. Application-layer traffic shaping, P2P traffic filtering and worm-scan detection and blocking. Your ROI guaranteed in less than one year.



90 Mark Tree Road Centereach, NY 11720 Phone: (631) 467-4381 Fax: (631) 467-4597 WEB SITE: www.rether.com EMAIL: rni@rether.com

# **Traffic Monitoring Solution**

Virtual Booth 4002 • Virtual Product 1948



Allot Communications' traffic management solutions ensure peak performance for high-priority business applications, throttle/block low-priority network traffic (such as P2P), optimize bandwidth utilization based on priorities and provide frontline protection against network aware viruses and DoS attacks. Allot offers a broad portfolio of award-winning LANand WAN-based traffic management solutions with inherent scalability and throughput from 2Mbps to 1Gbps.

Wireless Device Server

Virtual Booth 2887 • Virtual Product 1865



7664 Golden Triangle Dr. Eden Prarie, MN Phone: (877) ALLOT-CO Fax: (952) 944-3555 WEB SITE: www.allot.com EMAIL: info@allot.com

# **Managed Media Converter**

Virtual Booth 3936 • Virtual Product 1825



- Managed/unmanaged standalone or chassis based mdls
- 100Mbps, 10/100Mbps, 10/100/1000Mbps on Ethernet • Optical type/range: Multimode (850 nm)-2Km, 5Km. Single
- Mode (1310 nm/1550 nm)-25Km, 40Km, 60Km, 100Km
- User selectable straight or cross-over cabling
- User selectable half or full duplex operation
- Optional link-loss-fwding, self-diagnosis, remote loop back



4711 Chino Avenue Chino, CA 91710 Phone: (909) 591-8891 Fax: (909) 591-6962 WEB SITE: www.versatek.com

# **Serial Device Server**

Virtual Booth 3795 • Virtual Product 1562



### World's Leading LCM Display Serial Device Servers

The NPort 5400 Series provides a convenient and transparent way to connect serial devices to an Ethernet, with basic configuration all that's needed to network your existing serial devices.

- Easy-to-use LCM interface for IP address configuration
- Auto-detecting 10/100 Mbps Ethernet



Phone: (714) 528-6777 WEB SITE: www.MoxaUSA.com

Fax: (714) 528-6778 EMAIL: info@MoxaUSA.com

# **WiBox** • Wirelessly connects remote devices to the network

- · Allows network mobility for untethered communication Industry standard 802.11b
- wireless interface Transparent communica-
- tions- no need to develop special software
- 2 DB9 DTE serial ports supporting RS-232, RS-422, RS-485 communication
- · Compact size enables it to fit almost anywhere



management troubles.

15353 Barranca Parkway Irvine, CA 92618 Phone: (800) 422-7055 Fax: (949) 453-3995 WEB SITE: www.lantronix.com

# Bluetooth® Serial Adapter Virtual Booth 4003 • Virtual Product 1949



Wavespeed<sup>TM</sup>/S Bluetooth serial adapters offer a standalone solution for wireless RS-232 serial cable replacement. Two radio versions available for distances up to 10 meters or 100 meters. Instantly increase user mobility in mission-critical applications such as mobile computing, medical and retail/POS.



11001 Bren Road East Minnetonka, MN 55343 Phone: (952) 912-3444 Fax: (952) 912-4952 WEB SITE: www.digi.com EMAIL: info@digi.com

# **MDU Access Concentrator**

Virtual Booth 3936 • Virtual Product 1824



- Supports 8/24-Port ADSL II+ Multi-service line cards with built in splitters & 8-port DMT VDSL 4 band line cards with built-in splitters
- Supports 14-port 10/100Mbps Fast Ethernet line cards
- Supports 4-pair fiber optic media converters line cards
- Full system management line cards
- Optional redundant power supply



4711 Chino Avenue Chino, CA 91710 Phone: (909) 591-8891 Fax: (909) 591-6962 WEB SITE: www.versatek.com EMAIL: sales@versatek.cor

DMZ Management
Virtual Booth 3969 • Virtual Product 1885

WAN Software Monitor for NetView/OpenView ePROBE is Tavve's secure WAN monitor, a cost-effective solution for solving DMZ and distributed network

ePROBE is a combined hardware and software solution for distributing network monitoring capabilities to remote networks, such as DMZs (firewall protected network).

ePROBE is an intelligent network appliance that provides root cause analysis, performance reporting, mapping, and trap forwarding on all monitored devices.

Don't overspend on multiple resources, when ePROBE gives you a total WAN monitoring solution in one easy-toadd package.



One Copley Parkway, Ste 480 Morrisville, NC 27560 Phone: (888) 950-2131 Fax: (919) 380-7147 WEB SITE: www.tavve.com EMAIL: sales@tavve.com

# Network Management Virtual Booth 4067 • Virtual Product 2025



Alremote delivers intelligence and control from your remote network. It provides a flexible, scalable means of managing and monitoring your remote locations. This temperature-hardened device gives you diverse I/O to connect to virtually any device, on-board scripting environment for data adaptation, integrated networking capabilities and secure, flexible WAN connectivity.

# APPLIED INNOVATION INC.

5800 Innovation Dr Phone: (800) 798-8896 WEB SITE: www.appliedinnovation.com

Dublin, OH 43016 Fax: (614) 798-1770 EMAIL: Sales@aiinet.com

# **Enterprise Switches**

Virtual Booth 3749 • Virtual Product 1486



- Predictable performance through patented three CPU design delivers bestin-class resiliency and security
- Deliver non-blocking, linerate forwarding with access control lists (ACLs) & QoS across all line cards
- Three flexible chassisbased systems to match your capacity and cost



1440 McCarthy Boulevard Phone: (866) 600-5100 WEB SITE: www.force10networks.com

Milpitas, CA 95035 Fax: (408) 571-3550

# **Wire-Speed Access Router**

Virtual Booth 3635 • Virtual Product 1184



### Solutions for your "greater than T1" bandwidth problem

- · Best-in-class wire-speed routing performance
- Complements and improves performance for networks with existing routers
- MLR products support 2 to 16 T1 / E1s
- HSR products support 1 to 2 T3s
- Standards-based solution for multilink Frame Relay/PPP



127 Jetplex Cir. Madison, AL 35758 Phone: (800) 837-4546 Fax: (256) 772-3388 WEB SITE: www.verilink.com EMAIL: sales@verilink.com

# FatPipe Multi Path VPN

Virtual Booth 3563 • Virtual Product 1921



### **Router Clustering Device** for VPN Infrastructures

- · Increases security of IP data stream transmission up to nine times with Fat Pipe's MPSec™
- Provides the highest level of redundancy & reliability of VPN infrastructures
- Aggregates any combination of T3, E3, T1, E1, DSL, ISDN and/or wireless connections, with speeds up to 135Mbps



803 Hawthorne St. #100 Plainfield, IL 60544 Phone: (877) 243-7859 Fax: (815) 436-0241 WEB SITE: www.inter-connect-inc.com EMAIL: sales@inter-connect-inc.cor

# Secure Remote Access

Virtual Booth 3723 • Virtual Product 1446



The Secure Remote Access Appliance is powered by Funk Software's Steel Belted Radius® software & provides secure remote and wireless access to corporate networks. The appliance supports all major network equipment providers (VPNs, firewalls, routers, access points) and two-factor authentication servers (like RSA's ACE/Server<sup>tm</sup>).



25 Dan Rd Canton, MA 02021-2817 Phone: (877) 638-9323 Fax: (781) 770-2817 WEB SITE: www.networkengines.com EMAIL: sales@networkengines.com

# **Network Identity Appliance**

Virtual Booth 3775 • Virtual Product 1539



### Identity™- Take Control of Your Network

- Control where users, wired or wireless, can go on your network
- Identity management at the network laver
- Compliance: Sarbanes-Oxley, CA 1386, GLB, HIPAA
- Stop hackers BEFORE they connect to your critical customer or financial data



3600 Mansell Road, Suite 200 Phone: (678) 990-5430

Alpharetta, GA 30022 Fax: (678) 990-5339

# **Identity-Driven Access**

Virtual Booth 3813 • Virtual Product 1603



Caymas Systems enables organizations to control access. and control their business with the world's first Identity-Driven Access Gateways. Caymas solutions integrate third generation remote access, ultra secure extranets and wire speed internal access control, allowing enterprises, government agencies, and institutions to extend information assets to employees, customers, and partners.



1179 N. McDowell Blvd. Ste. A Petaluma, CA 94954 Phone: (707) 283-5000 Fax: (707) 283-5001 WEB SITE: www.caymas.com

# **Password Repository** Virtual Booth 3659 • Virtual Product 1221



The Password Auto Repository™, with auto password generation and change capabilities, is the answer to securing your administrative passwords, saving time and money. This security operations tool gives administrators the ability to control, administer, and change passwords securely and efficiently, while logging a fully auditable trail. For a Free Demo CD, please email us.



501 Silverside Road, Suite 143 Wilmington, DE 19809 Phone: (302) 791-9370 Fax: (302) 793-4985 WEB SITE: www.e-dmzsecurity.com

# **RADIUS Network Appliance** Virtual Booth 3933 • Virtual Product 1819



- Hardened appliance design for secure RADIUS/AAA delivery
- User administration via intuitive web GUI
- · Quick installation and easy upgrades
- Interoperable out of the box with wide variety of devices and data stores
- Simplifies 802.1x for port authentication and wireless
- Helps secure firewalls and VPNs with role-based security



1313 Geneva Drive Sunnyvale, CA 94089 Phone: (408) 716-4300 Fax: (408) 716-4400 WEB SITE: www.infoblox.com

# **HID Secure Access System**

Virtual Booth 3796 • Virtual Product 1568



The HID Secure Access System allows organizations with existing HID Prox Card II badges to automatically control access to workstations and computer networks running the Windows 2000® or XP® operating systems. The HID Secure Access System secures your computers without relying on employees remembering to shutdown, lock-up, or apply username/password policies.



11880 Dorsett Maryland Heights, MO 63043-2516

Fax: (314) 344-8560 WEB SITE:www.accessdeniedsystems.com EMAIL: sigf@accessdeniedsystems.com

# Bio Proximity Security Virtual Booth 3796 • Virtual Product 1567



The Proximity Security System will completely secure your system. Each authorized user is assigned an RF badge, which is coded. When an authorized user is within the proximity of the computer, the user is allowed access to the system. When he or she leaves the specified proximity, the computer goes into sleep mode, a screen saver is displayed, and the keyboard is deactivated.



11880 Dorsett Maryland Heights, MO 63043-2516 Phone: (314) 344-9997 Fax: (314) 344-8560 WEB SITE:www.accessdeniedsystems.com

EMAIL: sidf@accessdeniedsystems.com

# Transaction Monitoring Virtual Booth 3781 • Virtual Product 1544



### **Detect Fraud, Misuse and Errors**

Oversight Technologies<sup>™</sup> provides real-time monitoring of automated financial systems to detect, prevent and deter financial loss by identifying fraud, misuse and errors.

- Extend IT security to business transaction
- Monitor controls for Sarbanes-Oxley compliance
- · Deliver a real security ROI



75 5th Street, 2nd Floor Atlanta, GA 30308 Phone: (404) 920-2039 Fax: (404) 385-6092 WEB SITE: www.oversighttech.com EMAIL: info@oversighttech.com

# Network Scanning Appliance Virtual Booth 3898 • Virtual Product 1768



The **SAINTbox™** is the network vulnerability scanning appliance that provides an easy and affordable turnkey solution to evaluate your network's security and identify any existing security vulnerabilities. This product's superior features include plug and play standup, automatic updating, customizable scanning, 6 preconfigured reports, and session management features.



4720 Montgomery Lane, Suite 800 Bethesda, MD 20814 Phone: (800) 596-2006 Fax: (301) 656-4806

WEB SITE: www.saintcorporation.com EMAIL: sales@saintcorporation.com

# **Outbreak Prevention**

Virtual Booth 3682 • Virtual Product 1246



Deadly viruses & worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™, the first & only appliance designed to prevent outbreaks at the network layer. Detect, quarantine & eliminate threats as they occur. Assisted by our award-winning Enterprise Protection Strategy & security experts, you'll quickly contain viruses & worms & maintain productivity.



10101 N. De Anza Blvd, Suite 200 Cupertino, CA 95014 Phone: (408) 257-1500 Fax: (408) 257-2003 WEB SITE: www.trendmicro.com EMAIL: info@trendmicro.com

# **Database Security**

Virtual Booth 3764 • Virtual Product 1530



SQL Guard™ tracks every SQL stream communicating with a database, providing invaluable information about the who, how, what & when of activity between users & relational databases. This approach provides security & auditing professionals with the unmatched, actionable knowledge and information needed to efficiently deal with the task of protecting the enteprise's business data.

# **Guardium**

230 Third Ave Phone: (877) 487-9400 WEB SITE: www.guardium.com

Waltham, MA 02451 Fax: (781) 487-7900 EMAIL:info@guardium.com

# Barracuda Spam Firewall Virtual Booth 3715 • Virtual Product 1341



### **Reclaim Your Email**

- Affordable enterprise-class spam & virus protection
- Support for 1,000 25,000 active email users
- Available in four models: Firewall 200, 300, 400, 600
- No per-user licensing fees
- 10 defense layers including fingerprinting, virus scanning and Bayesian analysis



10040 Bubb Road Phone: (888) 268-4772 

Cupertino, CA 95014 Fax: (408) 342-1061

# Antispam Appliance

Virtual Booth 3811 • Virtual Product 1594



trimMail Inbox intercepts spam, viruses and other dangerous or objectionable content before it can gobble up your bandwidth or trash your email servers and end users. Includes Server/Domain/User-level quarantine and control of blacklists, whitelists and spam scores. Easy to set up and manage. Durable high-performance 24/7 with low power consumption. No additional licenses required.



PO Box 349 Bettendorf, IA 52722 Phone: (800) 432-8638 Fax: (563) 355-4055 WEB SITE: www.trimmail.com EMAIL: sales@trimmail.com

# Antispam Appliance Virtual Booth 3861 • Virtual Product 1678



### The only solution to the spam problem. Period!

- Patented Sender Authentication stops 100% of spam
- No filters No quarantine folders No false positives
- Enterprise-class network appliance
- Support for 50-50,000+ active users
- Seamlessly integrates with ActiveDirectory/LDAP
- Virtually no maintenance required Set it & Forget it



1048 Irvine Ave. Suite 611 Newport Beach, CA 92660 Phone: (949) 743-9510 ext.2

WEB SITE: www.sendio.com

# **Data Management Appliance**

Virtual Booth 3723 • Virtual Product 1406



The Data Management Appliance (DMA) for Microsoft® Exchange Server, powered by CommVault® Systems, is an appliance solution that manages, protects and controls Microsoft Exchange environments and brings features of award-winning CommVault Galaxy and Data Migrator applications to the small and medium enterprise.



Canton, MA 02021-2817 Phone: (877) 638-9323 Fax: (781) 770-2000 WEB SITE: www.networkengines.com

# MS Exchange® Firewall Virtual Booth 3723 • Virtual Product 1411



Firewall for Microsoft Exchange® Server, an applicationlayer firewall, provides secure remote access for Outlook® users. Using the state-of-the-art firewall capabilities of MS Internet Security & Acceleration (ISA) Server, the appliance delivers maximum protection for MS Exchange Server & ease of installation and maintenance.



Canton, MA 02021-2817 Phone: (877) 638-9323 Fax: (781) 770-2000 WEB SITE: www.networkengines.com

# **Internet Content Filtering**

Virtual Booth 3918 • Virtual Product 1791



NetSpective WebFilter lets corporate managers prevent employees from accessing URLs that contain content the company finds objectionable.

- Supports all network environments
- Plug & Play simplicity
- HTTP, P2P, and IM blocking
- 50 URL categories



539 Encinitas Blvd Encinitas, CA 92024 Phone: (800) 535-3353 Fax: (760) 942-6489 WEB SITE: www.nwtechusa.com

# XML Security Gateway Virtual Booth 3825 • Virtual Product 1619



The XS40 XML Security Gateway is a 1U (1.75" thick) rack-mountable network device purpose built by some of the world's top XML experts to secure XML and Web Services transactions. The XS40 delivers the most comprehensive set of functions, including: XML Encryption, XML SOAP firewall filtering, XML digital signatures, XML schema validation, SSL and XML access control.



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Cambridge, MA 02140 Fax: (617) 864-0458 EMAIL: info@datapower.com

### **Sensitive Content Protection** Virtual Booth 3903 • Virtual Product 1773



Tablus Content Alarm™ leverages unique linguistic analysis technology to protect sensitive information leaving your network. Content Alarm enables compliance and realtime management of corporate policy, mitigates the risk of liability, and safeguards shareholder value. Protecting trade secrets is one of the pillars of intellectual property. Go to Tablus.com for more information!



155 Bovet Road, Suite 610 San Mateo, CA 94402 Phone: (650) 572-1515 Fax: (650) 573-5170 WEB SITE: www.tablus.com EMAIL: sales@tablus.com

# Internal Network Security Virtual Booth 3890 • Virtual Product 1753



### Mi40 Inverted Firewall Appliance

Stop attacks that bypass your perimeter security. The Mirage Networks Inverted Firewall is the first network security appliance designed to stop rapidly propagating threats on internal networks. The self-contained, out-of-band appliance detects and automatically contains worms and other malicious traffic without the need to deploy agents, update signatures, or rearchitect your network.



5001 Plaza on the Lake, Suite 101 Austin, TX 78746 Phone: (512) 874-7800 Fax: (512) 874-7806 WEB SITE: www.miragenetworks.com EMAIL: sales@miragenetworks.com

BASE\* One of the largest independent software vendors in the world. We deliver end-to-end solutions for the Unwired Enterprise, featuring the following:



Adaptive Server Enterprise 12.5.2 (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. The ASE 12 5.2 is continuing the legacy of business-critical performance, cost-effective computing. It is faster, more efficient, and easier to deploy and maintain.

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ 12.5 is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance, and storage efficiency, as well as the lowest total cost of ownership. Sybase IQ is the only business intelligence solution available on the market today that offers column-based data warehousing.

IANYWHERE SQL Anywhere Studio is a comprehensive package that provides data management and enterprise data synchronization, enabling the rapid development and deployment of database-powered applications. SQL Anywhere Studio extends information in corporate applications and enterprise system to anywhere business takes place. With more than 8 million deployed seats, SQL Anywhere Studio powers embedded database applications in desktop, server, mobile and remote office environments.

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities.

Manage Anywhere Studio™ A complete all-in-one solution that provides central control of software distribution and updates, system configuration, and device inventory for desktops, laptops, servers and handhelds. It reduces costs due to software distribution, help desk support, inventory maintenance as well as lost productivity.

Pylon<sup>TM</sup> A set of flexible, feature rich, secure solutions that extend a company's existing Lotus Notes and Microsoft Exchange infrastructure to handheld devices. Pylon products enable organizations to mobilize corporate email, calendar, contacts, task lists, expenses and custom Notes applications, easily - with no programming required.

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**Radware Application Security Solutions deliver 3Gbps Intrusion Prevention and Denial of Service Protection** securing all connected applications against viruses, worms, DoS and SYN attacks; Radware Security **Activation solutions optimize best-of-breed security tools** including firewalls, IDSes, VPNs, antivirus, URL filtering and anti-spamming for fault-tolerant, high-performance and scalable security architecture management.



FireProof activates firewalls, VPNs and IDSes for fault tolerant, high performing and scalable best-of-breed security tools, eliminating the security/performance tradeoff

DefensePro secures all networked applications against viruses, malicious intrusions and Denial of Service at 3Gbps





Content Inspection Director (CID) provides fault tolerant, high throughput and scalable antivirus scanning, URL filtering and antispamming for complete content security



# www.radware.com

Contact Radware to enable end-to-end application availability, performance and security.

info@radware.com 888-234-5763

# **Proxy Appliance**

Virtual Booth 3751 • Virtual Product 1517



The ProxySG 800 provides total visibility and control over all Web communications. Based on a custom objectbased OS, this leading proxy appliance delivers granular policy enforcement with wire speed performance for:

- Content Filtering
- Instant Messaging Control
- Bandwidth Management Web Virus Scanning
- Web Proxy • P2P Control Content Security



650 Almanor Ave. Phone: (866) 30-BCOAT WEB SITE: www.bluecoat.com

Sunnyvale, CA 94085 EMAIL: sales@bluecoat.com

# **Internet Filtering Appliance**

Virtual Booth 4087 • Virtual Product 2050



- Fast, scalable and easy to install
- Filters Web and blocks P2P and Instant Messaging
- · Pass-by filtering and not a point-of-failure
- · Customizable Profiles and Categories
- Remote and Multilevel Administration
- Offers 78+ categories with automatic updates • Extensive reporting using the 8e6 Enterprise Reporter



828 West Taft Avenue Orange, CA 92865 Fax: (714) 282-6116 WEB SITE: www.8e6.com

# Firewall / VPN Appliance

Virtual Booth 3636 • Virtual Product 1186



### GB-1500 SME Corporate Firewall / VPN Appliance

- 4 Fully Configurable NICs
- **Unrestricted Users**
- Hardware VPN Acceleration
- Certified by ISCA to meet 4.0 Corporate Standards



3505 Lake Lynda Drive, Suite 109 Orlando, FL 32817 Phone: (407) 380-0220 Fax: (407) 380-6080 WEB SITE: www.gta.com EMAIL: info@gta.com

# Firewall / VPN Appliance Virtual Booth 3650 • Virtual Product 1205



### KS1500 Firewall / VPN - 1.5Gbps throughput

- Up to 1.2 million simultaneous connections
- Single processor appliance
- Up to (18) 10/100 Ethernet ports
- First firewall appliance to earn Common Criteria EAL4
- Firewall/VPN Checkmark
- · Designed to meet B1 level TCSEC/NCSC criteria



2000 W. Commercial Blvd. # 200 **Phone: (954) 958-3900** WEB SITE: www.cyberguard.com

Ft. Lauderdale, FL 33309 Fax: (954) 958-3901

# **OEM Security Platform**Virtual Booth 3414 • Virtual Product 1245



- The FW100V is suitable for VPN, SSL/TLS, Firewalls, IDS, Load Balancers & all types of Network Applications
- An on-board low-power VIA Eden 400MHz CPU
- On-board 64MB of SDRAM
- Four 10/100Mbps Ethernet ports
- Also has RS-232 console ports, two USB ports and a CompactFlash socket



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# OEM/ODM Security Platform Virtual Booth 164 • Virtual Product 1227



- Aluminum Compact Mini-Chassis
- Low Power, Fanless solution
- Transmeta Crusoe 533MHz processor
- 128MB on-board, up to 256MB SO-DIMM memory
- 4 Realtek RTL8100BL 10/100 Ethernet ports • Optional Disk On Module (DOM) via IDE ports
- Programmable Power, Status, ACT & Link LED indicators



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# Zero-Day DDoS Protection Virtual Booth 3851 • Virtual Product 1649



- Rate-based flood protection for networked systems
- Continuous Learning, Adaptive Threshold Estimation
- Full 10/100/1000 Line Rate ASICs
- Self-configuring installation
- Microfine Granularity™
- Source Tracking to identify culprits
- Full bidirectional control



1287 Anvilwood Avenue Sunnyvale, CA 94089 Phone: (408) 400-4250 Fax: (408) 400-4101 WEB SITE: www.intruguarddevices.com EMAIL: info@intruguarddevices.com

# **Intrusion Prevention System**

Virtual Booth 3640 • Virtual Product 1197



- UnityOne 2400 Top Rated IPS NSS Gold
- Application Protection Layer 2-7 protection for clients and servers against internal and external attacks
- Infrastructure Protection Protect routers, firewalls, etc. from cyberattacks
- Performance Protection Eliminate or throttle roque apps to optimize network performance and bandwidth

**TippingPoint** 

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# **Intrusion Prevention System**

Virtual Booth 3637 • Virtual Product 1189



### Intrusion SecureNet Intrusion Prevention & Detection

- · Safeguard your data center from unauthorized access
- · Stop malicious activity before it effects uptime
- From 10Mbps up to Gigabit performance
- Centrally managed for low TCO
- Detects 3,000 attacks and anomalies
  - Available as hardware appliance or software application



1101 E. Arapahoe Rd. Richardson, TX 75081 Phone: (972) 234-6400 Phone: (888) 637-7770 WEB SITE: www.intrusion.com EMAIL: sales@intrusion.com

October 15, 2004

# **Network Security System**

Virtual Booth 3849 • Virtual Product 1648



MARS is a security management console combining network intelligence with security information to enable unrivaled speed & accuracy of incident identification & analysis

- Detect and mitigate attacks
- Capacity of more than 1,000,000,000 events/day
- Real-time reporting and forensics
- Scalable centralized security logging



1064 Yosemite Dr. Milpitas, CA 95035 Phone: (408) 262-5220 Fax: (408) 262-5280 WEB SITE: www.protegonetworks.com

# **Intrusion Prevention**

Virtual Booth 3872 • Virtual Product 1709



### Sentivist IPS Blocks Known & Unkown **Malicious Attacks!**

Powerful features stop network & application-level attacks, such as distributed DoS, back doors, hybrid threats such as MS Blaster, SQL Slammer, Nimda, Code Red & SQL injection, command tampering & polymorphic buffer overflows.

Trusted.....Powerful.....Easy to USE



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Bockville MD 20850 Fax: (240) 632-0200

# **IDS Load Balancer**

Virtual Booth 3624 • Virtual Product 1169



Balancer for IDS. Network Analyzers. Forensics Systems, and Rmon Probes

- Immediate ROI-increasing network monitoring coverage
- Reduces expenditure for network monitoring solutions
- Enables simultaneous monitoring w/different applications Adds N+1 redundancy for your monitoring sensors



2400 Computer Drive Westborough, MA 01581 Phone: (508) 870-1300 Fax: (508) 870-9797 WEB SITE: www.TopLayer.com EMAIL: info@TopLayer.com

# Antivirus Firewall

Virtual Booth 3709 • Virtual Product 1311



The FortiGate-800 Antivirus Firewall provides the performance, flexibility, and security necessary to protect today's most demanding large enterprise networks.

• Includes integrated firewall, content filtering, VPN, intrusion detection and prevention, and traffic shaping functions, making them the most cost effective, convenient, and powerful network protection solutions available.



Phone: (866) 868-3678 WEB SITE: www.fortinet.com

Sunnyvale, CA 94085 Fax: (408) 235-7737 EMAIL: sales@fortinet.com

# **Managed Security Server**

Virtual Booth 3770 • Virtual Product 1536



# Ribcage© Managed Security Server

The Ribcage® Managed Security System (MSS) Server provides Firewall, Secure Virtual Provate Network (VPN), intrusion detection, and "on demand" system scanning. Combined with our 24 x 7 monitoring service, managed by our staff of cyber-Securtiy experts, you can increase your security while lowering your operational costs.



701 Main St Stroudsburg, PA 18360 Phone: (570) 422-7900 Fax: (570) 422-7940 WEB SITE: www.backbonesecurity.com

# **3Gbps Application Security**

Virtual Booth 3874 • Virtual Product 1710



### DefensePro

Radware DefensePro secures all networked applications and users against viruses, malicious intrusions and denial of service at 3Gbps for immediate protection against



575 Corporate Dr. Suite 205 Mahwah, NJ 07430 Phone: (201) 512-9771 Fax: (201) 512-9708 WEB SITE: www.radware.com

# Security Appliance Virtual Booth 3648 • Virtual Product 1203





### High Availability Security Appliance based on **IBM Blade Server**

- Best-of-Breed Security applications with N+1 failover: Check Point FW/VPN; ISS RealSecure; Trend Micro VirusWall; Many more...
- Server blades up to two Xeon P4 2.8GHz & 8GB memory
- Up to 4 1000Mb redundant Ethernet switches



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# Secure Content Management Virtual Booth 3957 • Virtual Product 1871



- Eliminate network abuse and misuse
- · Optimize performance of business-critical applications
- Prioritize and reserve network bandwidth · Comprehensive line of defense behind the firewall
- · Secure wireless networks from attacks, unauthorized access
- Filtering & mirroring traffic in real-time to enable monitoring, auditing and archiving



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# OEM Security Management Virtual Booth 3684 • Virtual Product 1252



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Stop Hackers-Protect Assets-Comply with Regs

Enterprise security management for wired/wireless networks, asset protection and regulatory compliance. Enhances countermeasures. Automatically monitors, reports and updates daily. Built-in low-cost subscription service provides frequent end-customer touchpoints. Designed for VARs, OEMs & private labeling.



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solidation cause power densities to skyrocket.

If you're not already dealing with such high power densities, the chances are you will be soon. An ondemand architecture for NCPI\*, InfraStruXure™ includes power, cooling, racks and physical structure, security and fire protection, cabling, and the management and servicing of these elements. It is specifically designed to meet ever-changing IT requirements through scalable, modular and standardized components.

For high density applications, the InfraStruXure High Density Configuration is a patent-pending hot aisle containment system that cools up to 20kW in a single enclosure.

Flexible enough to be moved or changed without system reconfiguration, the InfraStruXure High Density Configuration can also be scaled to meet changing needs and future expansion. This makes it a perfect solution for converted spaces, as well as high-density areas.

InfraStru

On-demand architecture for networkcritical physical infrastructure

# Introducing InfraStruXure™ **Hot-aisle Containment System**

The InfraStruXure™ High Density Configuration is a patent-pending hot-aisle containment system that cools up to 20kW of blade servers in a single enclosure

The InfraStruXure Hot-aisle Containment System is ideal for:

- Existing Data Centers with Limited Capacities
- Server Consolidation Projects
- Rack Storage Systems
- . Disaster Recovery Sites
- . Blade Server Rollouts
- Converted Spaces



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\* Network-critical Physical Infrastructure (NCPI) is the foundation upon which IT and telecommunication networks reside.

Oliver Rist, Senior Contributing Editor; Brian Chee, Industry Expert

InfoWorld, 3/12/2004

# Encryption Appliance Virtual Booth 3888 • Virtual Product 1751



### SG1001 - Full Duplex Gigabit Network Encryption

- Extremely low latency
- · AES and 3DES IPSec encryption
- Integrates into existing IP network
- Plug-and-play simplicity
- FIPS 140-2 Level 2 validation
- · Network security without complexity



701 Corporate Center Drive Raleigh, NC 27607 Phone: (919) 865-7330 WEB SITE: www.cipheroptics.com EMAIL: info@cipheroptics.com

# **Remote Access Appliance**

Virtual Booth 3894 • Virtual Product 1760



### Celestix RAS3000 Remote Access Appliance

Dedicated high-performance appliance devoted to remote access. The appliance is inexpensive, high-performance, remotely manageable, and reliable. It is standards based with a familiar browser-based interface that enables enterprises to easily install, configure, and maintain remote access VPNs. Supports PPTP, L2TP/IPSec and SSL VPN.



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# e-Gap SSL VPN

Virtual Booth 3652 • Virtual Product 1207



e-Gap Remote Access has the most robust customization capabilities available from any SSL VPN vendor, making it the most appropriate solution for large enterprises. It can deliver applications like email, CRM & human resources, as well as network file shares, to locations such as a client sites, home offices, airport kiosks, even wireless devices anywhere employees can use a simple browser.



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# **SSL-Based Remote Access**

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From **\$995** 

Reseller!

- Access business critical Email, files and applications from a Web browser
- Seamlessly work from
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- Increase productivity from anywhere in the world







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# **SSL VPN Solution**

Virtual Booth 2875 • Virtual Product 1726



### Xceedium's SSL-UAG+ Delivers On-Demand **Centralized Access to IT Resources**

- Cost-Efficient: Unlimited Number of Users
- Easy to Use: Manageable through a simple Web interface
- Quick Deployment: Installs in Minutes
- Standards-Based Security, Scalable, and Customizable
- CONTACT US FOR A FREE PROPOSAL!



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New York, NY 10038 Fax: (212) 321-2280

# **SSL Acceleration**

Virtual Booth 3639 • Virtual Product 1201



\$5,490

### **FREE Server Load Balancing Upgrade Plus:**

- SecureMaster is a turnkey network appliance that performs as an SSL acceleration proxy
- 1,000 Transactions Per Second
- Use 1 SSL Certificate for up to 1,000 Servers
- 100Mbps Encrypted Throughput
- Full Server Load Balancing Functionality



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# **Security Appliance Card**

Virtual Booth 3646 • Virtual Product 1202





### **Protects Individual Servers**

- · Unique custom-designed card provides in-server security
- · Operates in any server, on any operating system
- Has ZERO impact on server performance • With Check Point VPN-1/FireWall-1 NG AI

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# **QoS Access Router**

Virtual Booth 3895 • Virtual Product 1762



### **Q2300 Ethernet QoS Access Router**

- For Ethernet/DSL/cable services
- All-in-one device, combines an IP router, VPN, QoS, firewall and Ethernet switch
- Web GUI provides simple installation and graphical reports
- · Prioritizes traffic for quality VoIP

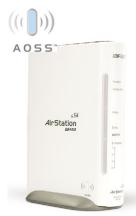


20010 NW Tanasbourne Phone: (800) 733-5511 WEB SITE: www.kentrox.com/pro

Hillsboro, OR 97124 Fax: (503) 350-6897 EMAIL:info@kentrox.com

# Wireless Cable/DSL Router

Virtual Booth 4044 • Virtual Product 1986



Model: WHR3-G54



- AOSS<sup>™</sup> support with AOSS button
- 125\* High Speed Mode™ Technology Optimized LAN/WAN routing
- WPA (TKIP, AES) security
- Built-in SPI firewall
- · Privacy Separator
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# FC-to-SCSI Bridge Virtual Booth 3814 • Virtual Product 1659



The ATTO FibreBridge™ line of 1- and 2-Gigabit Fibre Channel-to-SCSI Bridges allows you to attach existing SCSI storage devices to a Fibre Channel SAN. With four easily integrated form factors, customers can match a product to their price/performance needs, leverage current IT investments, simplify storage management and save



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# Multiprotocol Router Virtual Booth 3977 • Virtual Product 1898



Provides a unique platform for hosting multiprotocol routing services that increase SAN connectivity options and improve resource utilization. By integrating multiple services in a central platform, the SilkWorm helps provide a flexible foundation for implementing a utility computing infrastructure and efficient Information Lifecycle Management within a familiar Brocade SAN environment.



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# **Disk Controller Module** Virtual Booth 3697 • Virtual Product 1279



- 8 independent 2Gbps (200 Mbps) fibre channels
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- 5 high-speed internal buses
- RAID 0, 1, 0+1, 3, 5, JBOD
- Read-ahead, write-through, write-back caching configurable for each LUN, Cache Parameters configurable by LUN
- Pipelined read and write operations



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# 2Gbps Fibre Channel Switch Virtual Booth 3780 • Virtual Product 1541





### **Brocade SilkWorm 3900 Enterprise Fabric Switch**

- Modular, 32-port configuration
- 2 Gbps
- Auto sensing switch
- Scalability, manageability and high availability at an affordable price



3101 Yorkmont Road, Suite 1200 Charlotte, NC 28208 Phone: (866) 463-3372 Fax: (704) 423-5742 WEB SITE: www.sandirect.com EMAIL: sales@sandirect.com

# **Expandable FC Switch**

Virtual Booth 3780 • Virtual Product 1542

@MCDATA



### Sphereon™ 4500 Fabric Switch

The 24-port switch offers unprecedented connectivity ondemand with McDATA's exclusive FlexPort Technology. Minimize your initial SAN investment by purchasing only the ports you need today, while having standby capacity for tomorrow. Additional connectivity can be added quickly and non-disruptively.



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# **Fibre Channel HBAs**

Virtual Booth 4049 • Virtual Product 1992





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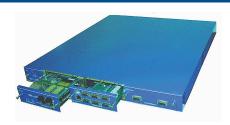
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# InfiniBand Database Kit

Virtual Booth 3707 • Virtual Product 1299



Voltaire InfiniBand Database Kit enables IT managers to move their IBM DB2 or Oracle database applications from expensive high-end servers to low-cost commodity server clusters while maintaining superior application performance

- Voltaire ISR 6000 InfiniBand Switch Router
- Software
- 4X InfiniBand adapters & cables



54 Middlesex Turnpike Bedford, MA 01730 Phone: (800) 865-8247 Fax: (781) 276-1561 WEB SITE: www.voltaire.com EMAIL: info@voltaire.com

# **InfiniBand Switch Router**

Virtual Booth 3707 • Virtual Product 1298



The Voltaire ISR 9024 is a high-performance, low-latency, fully non-blocking InfiniBand switch that is ideal for highperformance computing clusters & distributed databases.

- 1U form factor with 24 4X (10Gbps) InfiniBand ports
- Available bandwidth of 480Gbps
- High availability design
- Reduces TCO for clusters



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# **InfiniBand Switch System**

Virtual Booth 3735 • Virtual Product 1651



### MTS2400 - 24-Port Modular InfiniBand Switch System

Industry-leading InfiniBand Switch systems are based on Mellanox InfiniScale & InfiniScale III switch silicon & offers support for both 10 & 30 Gbps ports in flexible configurations. Offers significant price performance advantages over Ethernet switches as well as other more expensive proprietary networks.



2900 Stender Way Santa Clara, CA 95054 Phone: (408) 970-3400 Fax: (408) 970-3403 WEB SITE: www.mellanox.com EMAIL: info@mellanox.com

# Infiniband Switch

Virtual Booth 3848 • Virtual Product 1641



### Topspin 270

Provides the industry's only InfiniBand switch designed to maximize reliability, availability, and serviceability. With fully redundant, hot-pluggable components and hitless failover, the Topspin 270 provides a director-class 96-port 4x or 32-port 12X switch for building scalable, highly available clusters.



515 Ellis Street Phone: (866) 867-7746 WEB SITE: www.topspin.com Mountain View, CA 94043 Fax: (650) 316-3272 EMAIL: info@topspin.com

# SCSI-To-FC Router

Virtual Booth 3631 • Virtual Product 1173



### ServerAttach 40 - Connect SCSI Servers to an FC SAN

- · 2 to 4 Fibre Channel Ports
- 4 to 8 SCSI Buses (HVD or LVD/SE)
- · Optional SCSI Cable Kits Available
- Serial and Ethernet Management Ports
- Redundant, Hot-swappable Power Supplies and Fans
- Quick, Convenient Setup -- It's An Appliance!

# CROSSROADS"

8300 N. MoPac Expressway Phone: (512) 349-0300

Austin TX 78759 Fax: (512) 349-0304

Tape Library-To-FC Router

Virtual Booth 3631 • Virtual Product 1174



### 10000 Storage Router: SCSI Tape Library to FC SAN

- 2 to 8 Fibre Channel Ports
- 4 to 12 SCSI Buses (HVD or LVD/SE)
- Optional SCSI Cable Kits Available
- Serial and Ethernet Management Ports
- Redundant, Hot-swappable Power Supplies and Fans
- Supports Consolidation of SCSI & FC Storage

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# Switched Computing Virtual Booth 3848 • Virtual Product 1642



Topspin 360, the industry's first Switched Computing System, provides unprecedented levels of availability, scalability, and manageability for deploying server clusters and on-demand computing. Switch modules provide multiple terabits of internal bandwidth, and up to 12 expansion modules for Fibre Channel and Ethernet in a single enclosure, providing "pay-as-you grow" scalability.



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# iSCSI-To-SCSI Bridge Virtual Booth 3814 • Virtual Product 1663



ATTO iPBridge™ iSCSI-to-SCSI Bridge products allow users to attach a SCSI tape library SCSI disk array or magnetooptical (MO) storage systems to IP networks. This enables users to leverage their existing Ethernet network and increase storage utilization for a cost-effective networked storage solution. ATTO iPBridge products are available in three versatile form factors for ease of integration.



155 CrossPoint Parkway Amherst, NY 14068 Phone: (716) 691-1999 Fax: (716) 691-9353 WEB SITE: www.attotech.com EMAIL: sales@attotech.com

# **Ultra320/HVD SCSI Cnvtr**

Virtual Booth 3859 • Virtual Product 1674



- Convert Between All Versions of LVD/MSE/SE/HVD
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- Isolate HVD Segments of a SCSI bus
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- Does not consume a SCSI ID



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# ESCON® to Bus/Tag Converter Virtual Booth 3827 • Virtual Product 1623



Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. ESCON is a registered trademark of IBM Corporation.



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# **Industrial Ethernet Switch**

Virtual Booth 3795 • Virtual Product 1564



### EtherDevice™ Switch EDS-508 Series **Industrial 8-Port Managed Redundant Ethernet Switch**

- -40 to 75 degrees C Temperature
- Turbo ring with 300 ms fast recovery time
- Tagged VLAN supported for network security
- QoS Prioritization for determinism • IG MP Snooping for multicast traffic filtering



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Brea, CA 92821 Fax: (714) 528-6778 EMAIL: info@MoxaUSA.com

# Enterprise Ethernet Switch Virtual Booth 3789 • Virtual Product 1556



The IntraCore IC35160 Series is Asante's most powerful, flexible family of Layer 2 backbone, core and distribution level aggregation switches. Tailor an IntraCore switch with hardware and software to precisely match your network needs today and in the future. The IC35160-T contains 12 ports of 10/100/1000BaseT with 4 ports auto-selectable GBIC/1000BaseT copper.



2223 Old Oakland Rd. San Jose, CA 95131 Phone: (408) 435-8388 Fax: (408) 435-7511 WEB SITE: www.asante.com EMAIL: sales@asante.com

# **Secure Ethernet Switch**

Virtual Booth 3789 • Virtual Product 1781



### Contains powerful authentication and CoS capabilities at industry-leading prices

The IntraCore 36000 Series of Layer 2 Gigabit Ethernet switches are designed to provide high-density 10/100/1000BaseT connections at the edge of the network in a space-saving 1 rack-unit form factor. Comes in 24-port (IntraCore 36240) and 48-port (IntraCore 36480) switches.



821 Fox Lane San Jose, CA 95131 Phone: (408) 435-8388 Fax: (408) 435-7511 WEB SITE: www.asante.com

# Gigabit Managed Switch Virtual Booth 4065 • Virtual Product 2022



### HotBrick GigaBrick 2600 Layer 2 Managed Switch

The GigaBrick 2600 is the perfect solution to allow your network to achieve Gigabit speeds. With state-of-the-art technologies such as 2 Gigabit ports, VLAN, QoS, Port Mirroring, Flow Control and Web traffic management, the GigaBrick 2600 is the perfect investment for your future needs.



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# **GBIC Modules**

Virtual Booth 3683 • Virtual Product 1250



Transition Networks' GBIC transceiver is a plug-in module and it is hotswappable. It allows for seamless integration of fiber with copper LAN connections wherever GBIC interface slots are available.

- Laser Class 1 Product
- Compliant with 802.3z 1000BaseSX;1000Base LX
- Plug-and-Play module
- Hot-Swappable
- TTL Logic Interface

**Voice/Fax Over IP Gateways** 

Virtual Booth 29 • Virtual Product 1761

Multi-Tech MultiVOIP gateways provide toll-free voice and

fax communications over the Internet or Intranet. The



6475 City West Parkway Eden Prairie, MN 55344 Phone: (800) 526-9267 Fax: (952) 941-2322 WEB SITE: www.transition.com EMAIL: sales@transition.com

# **Telephony Appliance**

Virtual Booth 4038 • Virtual Product 1978



Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS



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Santa Clara, CA 95051 Fax: (408) 727-6430

# Telephony Appliance Virtual Booth 4038 • Virtual Product 1977



Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.



2730 San Tomas Expressway Phone: (408) 351-7200 

Santa Clara, CA 95051 Fax: (408) 727-6430

# <u>Modem</u> ExExpress.

MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, tollquality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure. 2800 Vicksburg Lane N



Minneapolis MN 55447 Phone: (763) 553-2075 Fax: (763) 553-1964 WEB SITE: www.modemexpress.com

# **Four-Channel VolP Gateway**

Virtual Booth 3987 • Virtual Product 1920



EVolP-4010 is a four-channel VolP gateway in a rackmountable enclosure. Once installed, the EVoIP-4010 provides IP trunking to remote offices or local and long-distance communications via VoIP. It includes new features such as an integrated hub for easier integration and connection to IT and phone networks and support for 110V and 220V systems in a single unit.



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# VoIP Management Tools Virtual Booth 3980 • Virtual Product 1994



Without Qovia on your VoIP network, you're driving blind. VoIP Networks Don't Run Themselves. That's why you need the VoIP Management Tools from Qovia.



7470 New Technology Way Ste. E Frederick, MD 21703 Phone: (301) 846-0020 Fax: (301) 846-0065 WEB SITE: www.qovia.com EMAIL: sales@qovia.com

# VoIP Systems Virtual Booth 3787 • Virtual Product 1553



The Cisco family of IP and wireless IP phones provides a complete range of communications devices designed to take full advantage of the power of your data network, while providing the convenience and ease-of-use you've come to expect from your business phone. From the home office to the manufacturing floor, from the lobby to the executive suite, there is a Cisco IP phone for you.



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# Turnkey VoIP Solution Virtual Booth 3970 • Virtual Product 1886

### **Multiservice Networks**

The convergence of voice, video and data is here today. GTP Voice<sup>™</sup> is a complete, turnkey Cisco-based IP Telephony and Call Center solution for small and medium-sized businesses. GTP plans, designs and implements complete IP Telephony / Call Center solutions & converged voice/data networks with products & technology from Cisco Systems. Our solutions feature:

- Desktop and wireless LAN IP phones
- Centralized, server-based call processing with Cisco Call Manager
- Integrated voice and email messaging using Cisco Unity Gateways to public telephone networks & legacy PBXs
- · Automated call distribution & interactive voice response
- for call centers based on Cisco IPCC Express



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# **VoIP Solutions**

Virtual Booth 3959 • Virtual Product 1874





Let ALC Services take the mystery out of Voice Over IP (Internet Telephony) and show you how the awarding winning 3Com NBX can deliver a significant cost savings by converging Voice and IP services onto a single unified platform, thus reducing your cost of ownership by eliminating dual IT support costs.



2081 E. Division Street Arlington, TX 76011 Phone: (800) 606-1905 WEB SITE: www.alcservices.com EMAIL: sales@alcservices.com

# **VoIP/PSTN Phone System**

Virtual Booth 4051 • Virtual Product 1996



TalkSwitch, Centrepoint Technologies' hybrid phone system, combines traditional and VoIP telephony for offices with 1 to 32 users per location at breakthrough prices. With rich features including auto attendants, voicemail, remote extensions and much more, TalkSwitch improves image, reduces communication costs and keeps you connected everywhere. It's the easiest system to install, configure and use.



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# **VoIP Across NAT Firewalls**

Virtual Booth 3722 • Virtual Product 1400



PeerPoint transparently traverses NAT firewalls with no additional customer premise equipment required and no replacement of the existing security infrastructure.

- Reach Subscribers behind firewalls
- Serve VoIP through existing firewalls
- Resolve Compatibility issues
- Intrusion Prevention and Session Control



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# OEM VoIP Appliance Virtual Booth 1351 • Virtual Product 1763



### Acrosser AR-M9919 with WinCE.net

- Embedded solution w/ TUI, VAIL, complete network stack
- Low power and fanless 300MHz processor
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  - CROSSER

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# **Switched Video**

Virtual Booth 4081 • Virtual Product 2043



Broadband Multimedia-Service Router (BMR) is an intelligent, highly versatile routing and switching platform that delivers broadcast or on-demand video services with reliability, scalability and efficient resource utilization. The BMR features BigBand's NativeMedia Operating System, which enables operators to rapidly add a wide range of digital media services without overhauling existing architectures.



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# **Last Mile Connectivity**

Virtual Booth 3942 • Virtual Product 1835



The FlightStrata Family is for enterprise customers in need of longer distance connectivity & Gigabit Ethernet speeds

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# **Turnkey Wireless Solution**

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# **IP Digital Radio Link**

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### Velox LE IP

License-exempt carrier class IP backhaul solution, ideal for VoIP and low-latency applications.

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# **Embedded Wireless**

Virtual Booth 3967 • Virtual Product 1883





The EM2420 radio solution is the ideal, best in class communications product for a wide array of low-cost, powerefficient, low data rate applications. It comprises multiple microcontroller interface, reference designs and the ground breaking EmberNet embedded networking software. It is designed to comply with the IEEE 802.15.4 short-range wireless standard, and for compatibility, easy over-the-air upgrade, with the forthcoming ZigBee netowking standard.



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# **WLAN Access Point**

Virtual Booth 3761 • Virtual Product 1525



BeaconPoint™ dual band-access points provide radio frequency<sup>RF</sup> coverage anywhere that wireless service is required on the BeaconWorks™ wireless network. BeaconPoint's plug-&-play technology greatly simplifies the installation process, simply plug it into the network and it automatically discovers the appropriate BeaconMasters wireless router and is automatically added to the network.



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# Wireless Networking System Virtual Booth 3907 • Virtual Product 1778



### Access/One Network by Strix Systems

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# Secure 802.11b/802.11g AP

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- Integrated 802.11b & 802.11g WLAN access point
- · Integrated antivirus, firewall, VPN, content filtering & intrusion detection & prevention services to both wireless & wired connections
- Ideal solution for small businesses, enterprise remote offices, retail stores and broadband telecommuter sites



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# **Wireless Router**

Virtual Booth 2909 • Virtual Product 1273



ZFS1104WE - Wireless 802.11 Router w/ built-in access point and integrated four-port 10/100Mbps switch Excellent range, Fully backward compatible, Interoperability, Flexibility...more! 802.11b&g/128-bit Encryption/Firewall/NAT/ Web-based Management



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# **WLAN Router**

Virtual Booth 3761 • Virtual Product 1526



### BeaconMaster™ WLAN Router

BeaconMaster controllers are high-performance platforms that provide centralized intelligence for the Chantry WLAN solution. Each BeaconMaster is a full-functioning router that aggregates all access points-BeaconPoints as well as third-party access points-into what appears as individual, centrally managed IP subnets to the rest of the network.



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# WLAN Switching System



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San Jose, CA 95119 Fax: (408) 227-4550 EMAIL: prosales@arubanetworks.com

# Wireless Outdoor Bridge Virtual Booth 4048 • Virtual Product 1990

The EasyBRIDGE 11 seamlessly connects LANs across multiple buildings thereby eliminating expensive recurring leased line fees. The result is a carrier quality connection that pays for itself in less than a year, or even sooner with replacing multiple leased lines. Featuring low cost cabling, easy installation, rapid scalability, and seamless integration into existing Ethernet networks, the EasyBRIDGE 11 enables immediate deployment while ensuring maximum cost efficiency. Using Direct Sequence Spread Spectrum technology in the 2.4GHz license-free band, the EasyBRIDGE 11 is ideally suited for superior building-tobuilding connectivity in co-located fixed LAN environments.



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# **Outdoor Mesh Router**

Virtual Booth 3982 • Virtual Product 1907



ates a wireless backhaul eliminating the need for trenching & cable pulling · Robust self-forming, self-

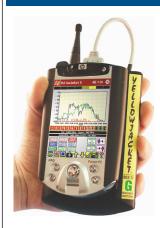
· Wireless mesh network cre-

- healing mesh technology provides redundant links & overcomes line-of-sight
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# Wireless LAN Analyzer

Virtual Booth 3836 • Virtual Product 1630



### Yellowjacket™ 802.11b/g Test Receiver

Yellowjacket™ is a calibrated wireless receiver module that interfaces with HP's iPAQ PocketPC in sweeping, analyzing and optimizing 2.4GHz Wi-Fi networks. The receiver measures all 14 OFDM / DSSS IEEE 802.11b/g channels allowing the user to determine the AP/STA's MAC, SSID and RSSI signal levels for all access points on or off any 802.11b/g WISP or hotspot.

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# **Wireless LAN Security**

Virtual Booth 3663 • Virtual Product 1224



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- Includes BorderGuard™ VPN appliance, secure network roaming Client, and Tunnel-Lock™ endpoint security
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- FIPS 140-2 & Common Criteria cert: HIPAA compliant



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firetide<sup>™</sup>

# **Wireless Security Gateway**

Virtual Booth 3786 • Virtual Product 1551



The AF7500 sets the enterprise standard for high performance, secure, manageable and reliable wireless LANs. The AF7500 centrally connects and manages numerous access points in one or more compact rack mount units. All critical security operations - encryption, authentication, data integrity checking, key exchange and data compression are optimized to minimize hands-on management.



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# **WLAN Security Appliance**

Virtual Booth 3841 • Virtual Product 1636



AirDefense, an enterprise-class solution based on a secure appliance & distributed remote sensors, has pioneered the concept of 24x7 monitoring of the airwaves. It provides the most advanced solutions for rogue WLAN detection, policy enforcement, intrusion protection & WLAN monitoring. Blue chip companies & government agencies rely upon AirDefense to secure and monitor WLANs around the globe.



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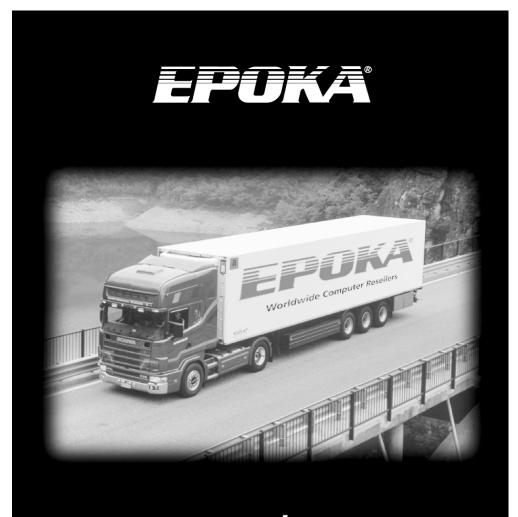


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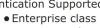




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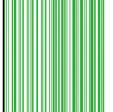








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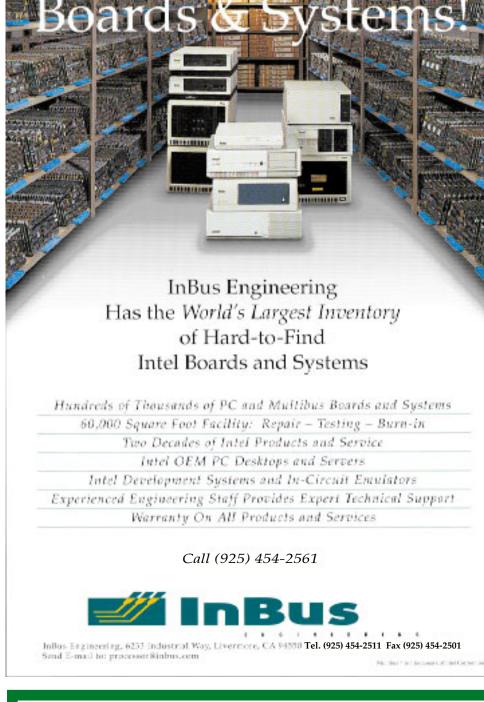
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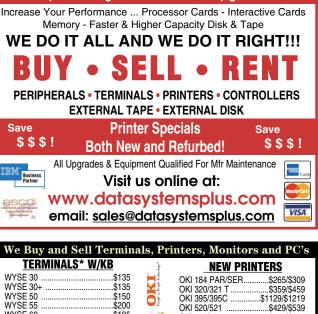
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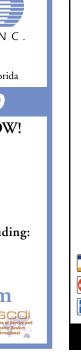




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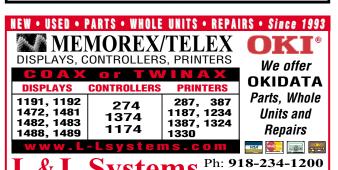
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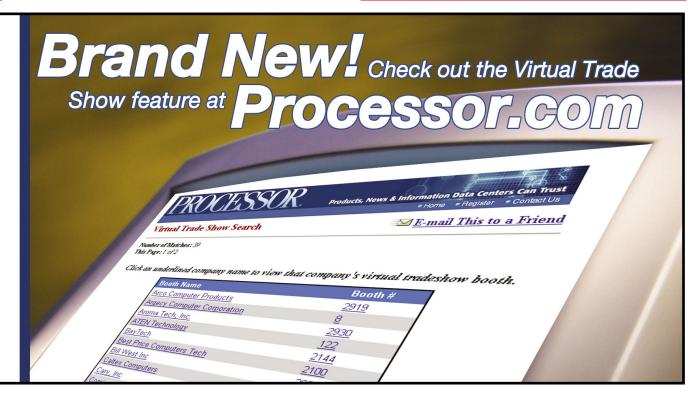
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